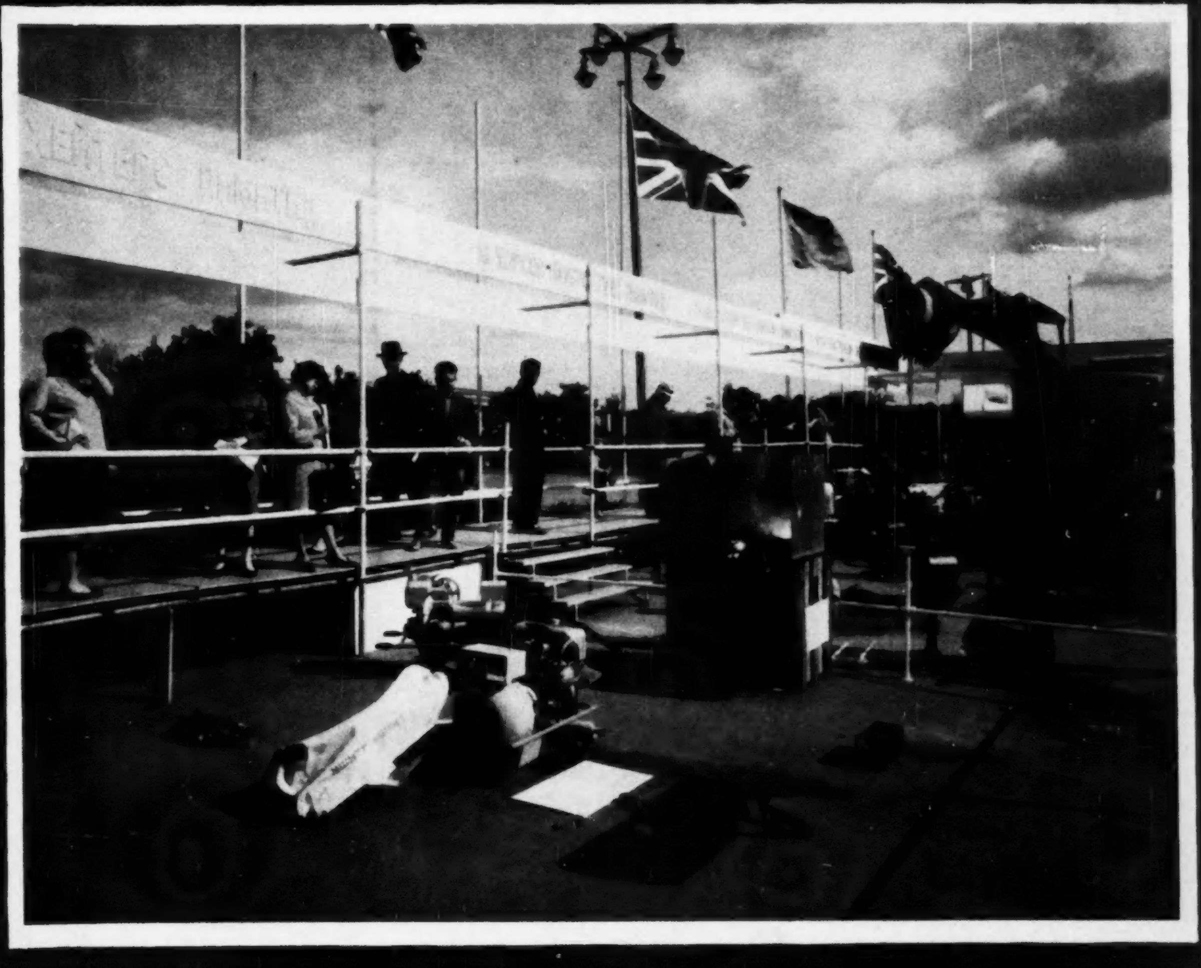

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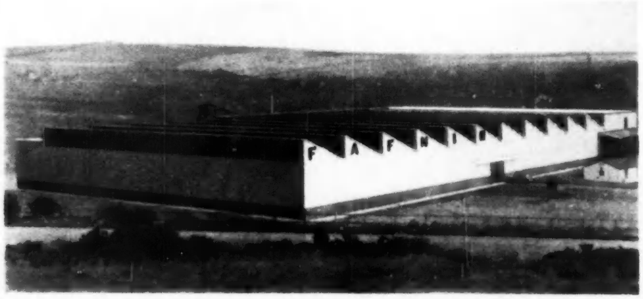

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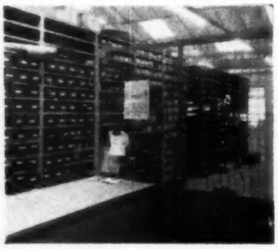

Rail tank car repair building at Shell Refinery Company's Stanlow refinery, Cheshire.

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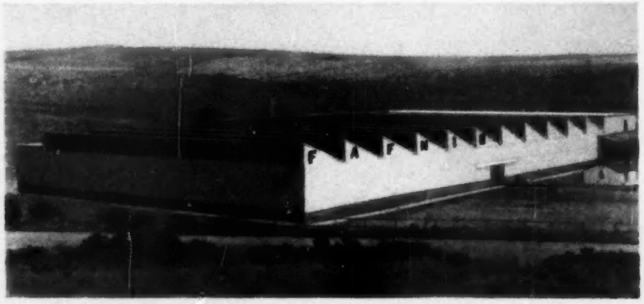

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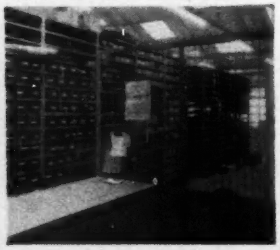

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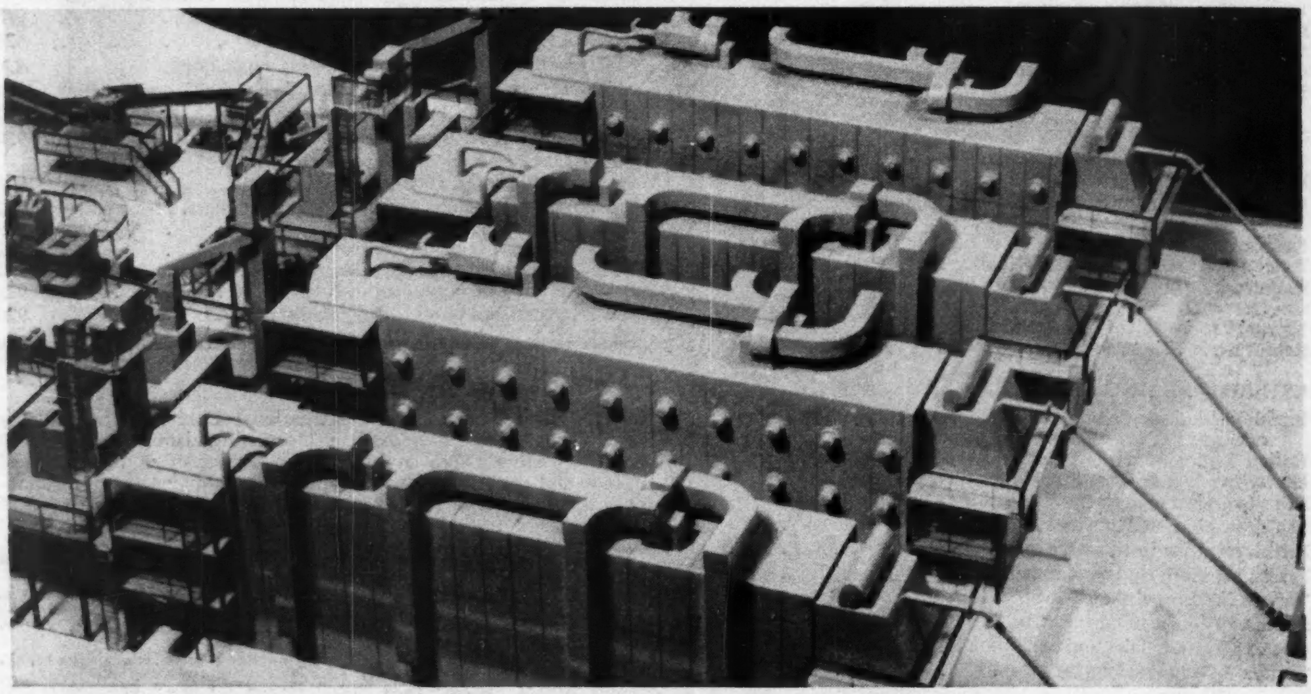

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Opportunities in Anglo-Soviet trade

By **D. L. STEWART, Commercial Counsellor at Moscow**

THE SOVIET UNION has a population of 228 million and is the world's second greatest industrial power. During the current seven-year plan, 1959-1965, industrial production is expected to increase by 86 per cent; by the end of 1963 it had already grown by 58 per cent. The economy is being modernized and diversified, with great emphasis placed on the chemical and electronics industries as well as the traditionally favoured heavy metallurgical and fuel industries.

The impressive rate of Soviet economic expansion is based almost entirely on internal resources. Imports represent little over 3½ per cent of the net national income. Even so foreign trade is on a massive scale by the standards of most countries and it has more than doubled in volume in the last ten years. In 1963 Soviet exports totalled 6,545 million roubles and Soviet imports 6,353 million roubles – the equivalent of over £2,500 million in each direction (at the official rate of exchange 2·52 roubles to £1).

Nevertheless it would be entirely unrealistic for British exporters to think of the Soviet Union as a £2,500 million market or to suppose that there are 228 million potential customers for their product. Foreign trade is a state monopoly and it is only through this funnel that the internal economy touches the outside world. The Soviet Union regards foreign trade to a large extent as an exchange of goods; it plans the level of that exchange with groups of countries and with individual countries within each group. Seventy per cent of its trade is with other Communist states. Another 10 per cent or more is with developing countries, again taking the form of an exchange of goods which is normally intended to balance annually and to avoid any expenditure of convertible currency. Except in certain specialized fields, principally the commodity markets, there is no place in these exchanges for Western businessmen. Even in Soviet trade with the industrialized West there is a strong element of bilateralism. It is conducted in almost every case under Trade Agreements which specify in detail what the Soviet Union expects to import from and export to each country. It is rarely that the Soviet authorities will buy more from an industrialized country than they can sell to it and, barring emergencies, it is therefore extremely difficult for any one country to secure more than its share of the Soviet market. There are, as this article will show, substantial and now increasing opportunities for British exporters, but they must be assessed realistically.

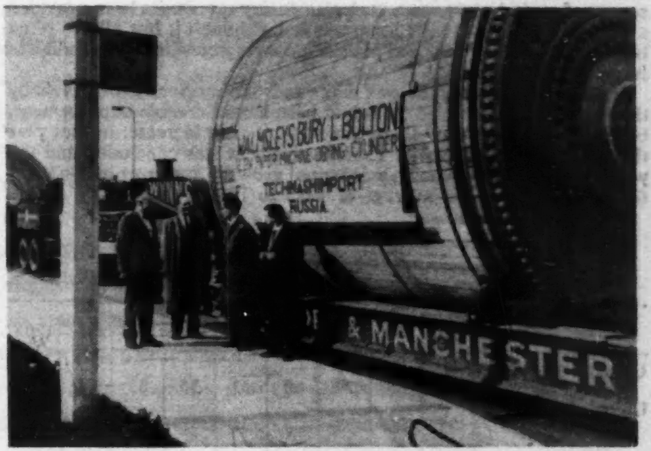
Soviet trade financed in convertible currencies is limited for practical purposes to Western Europe, the United States, Canada and Japan and some countries, notably the Malaysian Federation, which normally supply the Soviet Union with rubber, wool, copper and other essential commodities. This trade has shown the following pattern:

Table I *$ million*

	1955	1960	1962	1963
Soviet exports	562	1,012	1,130	1,258
Imports from certain industrialized countries	337	1,055	1,258	1,358*
Imports of raw materials	32	179	205	206
Balance	+193	—222	—333	—306

* of which grain = 185.

Source: USSR statistics of foreign trade converted at the rate of 0.9 roubles to US $1.



During their last financial year Walmsleys (Bury) Ltd., Bolton, have completed three 181-inch wire width high speed tissue machines for paper mills in the USSR. These three machines complete a contract for four similar machines. This photograph shows the first of these machines about to set off for the docks. Mr. Reg Clarke, chief engineer of Walmsleys (extreme left) and Mr. W. Simister (extreme right) also of Walmsleys are seen with representatives of the Soviet state trading organization Techmashimport.

The broad picture is therefore that the Soviet exports earning convertible currency doubled between 1955 and 1962, but imports increased threefold and a surplus of nearly $200 million became a deficit of over $300 million. There were indications early in 1963 of a policy of bringing this trade more nearly into balance and although British exports increased very satisfactorily in that year some of the Soviet Union's largest West European suppliers found their exports substantially reduced.

In the summer of 1963 unusually bad weather produced a serious short-fall in the Soviet harvest. From exporting over five million tons of grain the Soviet Union suddenly became a very large importer of wheat. The cost, including freight, of imports from Canada, the United States and Australia will be of the order of $1,000 million. This as Table I shows is as much as two-thirds of the Soviet Union's total imports in a normal year from countries with which it trades in convertible currencies.

This sudden and heavy blow to the Soviet balance of payments was bound to lead to a reduction of other hard currency imports. This is now happening although on a somewhat smaller scale than might have been feared. To pay for wheat the Soviet Union has been ready to make large additional sales of gold, one published London estimate being $850 million in the past twelve months instead of the normal annual rate of around $200 million. This has avoided an almost total eclipse of Soviet imports from Western Europe. Such imports seem in fact to have declined during the first half of 1964 by about 20 per cent-25 per cent, a sharp recession but less than might have taken place after so dramatic a reversal of the Soviet Union's trading position.

It remains to be seen for how long the effect of the 1963 harvest will be felt in Soviet foreign trade. Fortunately the 1964 harvest was very much better and an exceptional effort is being directed into agriculture, particularly in artificial fertilizers, other agricultural chemicals and irrigation, the aim being insurance against weather. One important factor is whether Soviet gold sales will continue substantially above the normal level. In general and provided always that there is no repetition of the 1963 harvest it is probable that Soviet import policy will soon revert to normal development although it is by no means certain that imports will increase as rapidly as in the previous few years.

The first Anglo-Russian Trade Agreement was signed a little more than four centuries ago in 1553. The foundation of trade has been the fact that British importers, particularly of timber, grain, furs and other raw materials, have found first Russia and then the Soviet Union a valuable source of supply. Britain has proved an equally satisfactory source of capital equipment. Complementary economies have provided a natural and sound basis for trade and although it has all too often been interrupted by wars and politics it has revived whenever conditions have reverted to normal.

In the early 1950s trade was depressed to abnormally low levels by the Korean War. By 1955 there had been a considerable improvement, but from then until 1959 there was no very clear increase. In that year the Five-Year Anglo-Soviet Trade Agreement was concluded and the years since then have shown substantial growth. Turnover in 1963 was 60 per cent above the average of 1955 to 1959.

Table II
Anglo-Soviet Trade *£ million*

	1955	1956	1957	1958	1959	1960	1961	1962	1963
United Kingdom imports . .	63	55	70	60	63	75	85	84	91
United Kingdom exports . .	23	26	37	24	27	37	43	42	55
Turnover . .	86	81	107	84	90	112	128	126	146

Source: UK Trade and Navigation Accounts.

Substantial though this growth has been, a comparison of Tables I and II shows that Anglo-Soviet trade has expanded less rapidly than Soviet trade with the West as a whole. There are two principal reasons, both connected with the Soviet practice of balancing trade with individual countries. One is precisely that we were very much first in the field. In 1955 Britain imported from the Soviet Union half as much again as West Germany, France, Italy and Japan put together. These countries have since become sizeable markets for the Soviet Union, although none of them as large as Britain, and in general the currency earned there has been spent there. Secondly, it has been Soviet policy to earn a substantial surplus on direct trade with Britain in order to contribute to purchases of raw materials in the sterling area. As Table II shows the Soviet Union has regularly bought from Britain no more than half as much as it had sold.

It has indeed for long been clear that Anglo-Soviet trade can expand in two ways; if the Soviet authorities can increase their exports to Britain or if they were to spend in Britain a higher proportion of their earnings there. These are preconditions for expansion and unless Soviet policy changes materially any assessment which ignores them is unrealistic.

It is encouraging that Soviet exports to Britain in 1964 seem, despite the exclusion of grain, to be running at nearly the same level as last year. There is no apparent reason why they should not in future go on increasing steadily even if not dramatically. It is, however, a commonplace that the ability of Britain to absorb raw materials is not unlimited. A dramatic expansion can come, and in the opinion of the writer will come, only when Soviet exports of machinery and industrial licences play a large part in Anglo-Soviet trade as well as exports of timber or furs.

But the most important recent development in Anglo-Soviet trade was announced by the then Secretary of State for Industry, Trade and Regional Development on July 23. In reply to a Parliamentary Question, Mr. Heath said that when prolonging the Anglo-Soviet Trade Agreement for a further five years (i.e. until June 1969) he had received a written undertaking that the Soviet authorities would increase their purchases of UK goods 'in relation to the volume of United Kingdom purchases from the Soviet Union so as to achieve a much closer balance in the trade between our two countries'. This undertaking is of very real significance to British exporters. As Table II shows, Britain has had in each of the past five years a deficit on visible trade of between £36 million and £42 million. A 'much closer balance' must therefore imply a substantial expansion of British exports as soon as the Soviet trading position recovers from the effect of the 1963 harvest.

What does the Soviet Union buy and how should British exporters approach the Soviet market in order to make the best use of this new opportunity?

(*Continued on page 887*)

Members of Timber Trade Delegation from the USSR paid a goodwill visit to the UK recently to study methods of distribution and usage of timber and wood derived products. On September 24 the Delegation visited the Timber Research and Development Association's Laboratories at Tylers Green, Bucks. Pictured outside the TRADA offices left to right are: Messrs. Nikolai V. Timofeyev, President of the North West Economic Region, Viacheslav K. Korolov, Head of the Department for Forestry and Timber Industry in the Karelian ASSR; Vlas N. Nichkov, Head of the Delegation and President of V/O Exportles; J. Scott McBride, Director of TRADA; J. S. Gordon Clark, Chairman of the TRADA Council; Alexey K. Kabachy, Deputy Head of the Department for the pulp and paper industry of the RSFSR; Yuri A. Kudriavtsev, Director of the Solombale pulp and paper combine; Mikhail N. Lepikhin, Senior Specialist on the State Timber Committee and Boris P. Golub, Head of the Plywood and Board Department of the State Timber Committee.

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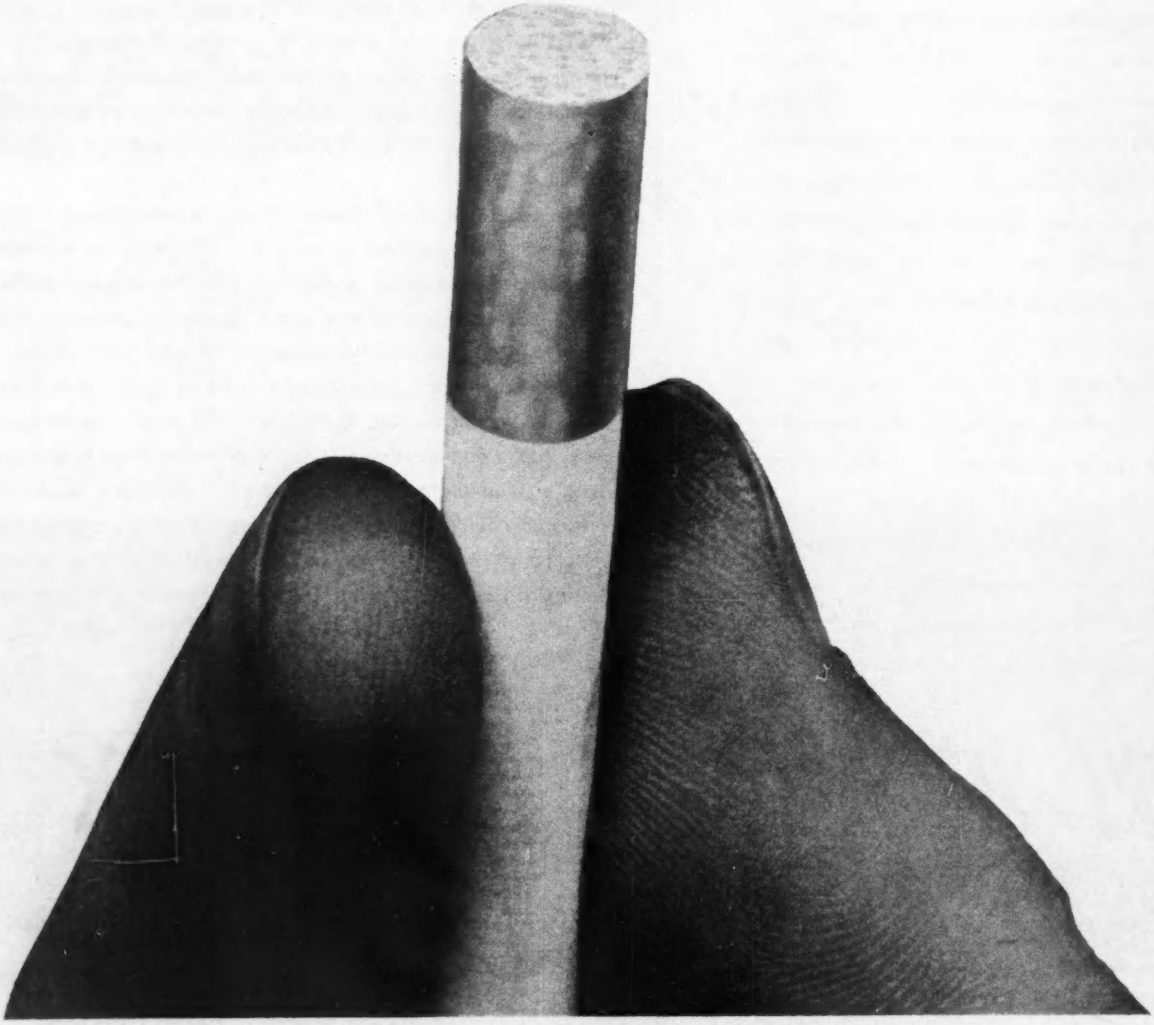

THE FILTRONA GROUP
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Filtrona cigarette filters and filter material are supplied to over ninety countries, including the U.S.S.R.

The basis of Soviet import policy is understandable enough from some of the statistics quoted above. The whole of a centrally planned external trade results in imports totalling only 3½ per cent of the net national income. Obviously these imports will be closely controlled for maximum advantage and the small proportion of imports which cost the Soviet Union convertible currency will be scrutinized very carefully indeed. Although there are of course exceptions the overall principle is that the Soviet Union imports goods considered essential to the development of the economy. It is precisely because the demands of a population of 228 million are so great that any idea of satisfying them by imports is normally excluded from the start. The Soviet Union will import complete plants as pace setters in the modernization of an important industry. It will buy a very wide range of equipment for incorporation in new or existing factories when satisfied that this will materially improve the product. It exchanges a limited range of consumer goods with its trading partners and will on occasions and unpredictably import in order to fill some gap left by the failure of planned production. But, again as a general rule to which there are many exceptions, it does not buy a product if instead it can buy the means of production. And of course it does not buy goods or equipment when its needs are already satisfied by local production.

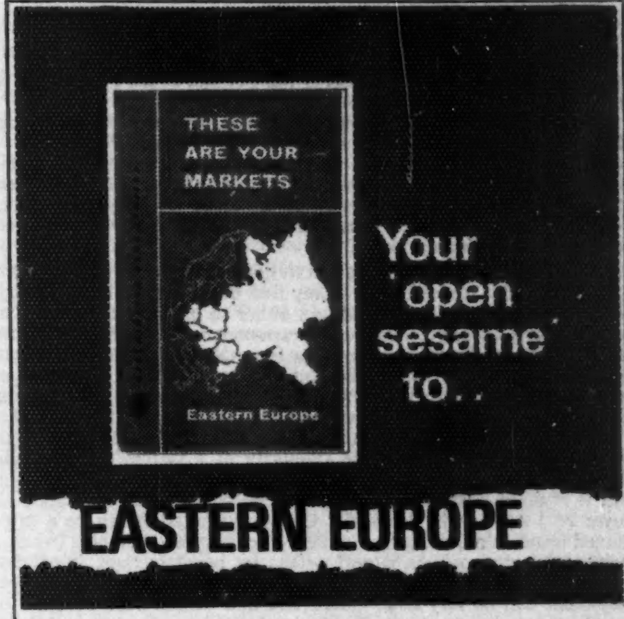
Capital equipment therefore predominates in Soviet imports from the West and very large contracts for complete plants have always been a feature of Soviet trade. British firms have made the headlines successively with a £15 million tyre plant, a £20 million contract for polythene plants signed in 1963 and a £30 million order for a Terylene plant secured in September 1964. There have been many others running into millions of pounds.

As these examples show, complete chemical plants have proved one of the biggest fields for British exporters. They are likely to remain equally important for many years to come. The Soviet chemical industry as a whole is receiving exceptional priority and there will be opportunities for specialized and sophisticated equipment in every sector of it and at every stage from machinery for extracting raw materials at one end of the process to machinery for handling or bagging at the other. But the chemical industry is only one of many for which the Soviet Union is ready to import if its requirements are met. Over the past two or three years it has been the world's largest buyer of ships, although the British share of such orders has been regrettably small. Automation and control equipment and scientific instruments in general have a high priority. Recent orders for Britain have included a £2 million television tube plant, a feed mill and a large order for fans for an asbestos factory. An intense preoccupation with agriculture and the enterprise of the organizers of the British Agricultural Exhibition in Moscow have opened up a new field. In general any new industrial equipment stands a chance provided that it represents a real improvement on previous practice and fits in with the general pattern of Soviet import policy described above. A Trading Corporation has recently been established to specialize in purchases and sales of licences and these are likely to become an increasingly important aspect of Soviet trade with the West.

With an import policy so heavily weighted in favour of capital equipment for the improvement of local production the Soviet Union is, for its size and population, a very small importer of consumer goods. The exchange of consumer goods with Britain is regulated by quotas which are usually agreed annually although the present quota period runs from July 1964 to December 1965. Full details of the current quotas, allowing for British exports of £4·9 million for the 18-month period, were published in the *Board of Trade Journal* of July 3. In practice Soviet imports over the past five years of consumer goods from Britain have been running at a rate of around £1·6 million a year, approximately half the total of the quotas agreed. Leather footwear, woollen piece-goods and white fish have accounted for more than half of such imports.

Selling in the Russian market

Demand for the import of foreign goods can be initiated at many levels in the Soviet economy; by individual factories, by any of the 47 Councils of National Economy (Sovnarkhozy) among which the Soviet Union is divided territorially for purposes of industrial management, by Research Institutes and Universities, by Municipal Authorities and by a large number of Ministries and State Committees both at the level of the Governments of Republics and at the centre. Such demands are considered by the central planning organization on such criteria as the technical advantages of the product, whether the Soviet Union should make it or import it and whether currency can be allocated. Those which are approved, probably only a small part of



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ANGLO-SOVIET TRADE, *continued*

the total, form the import section of the Foreign Trade Plan which is drawn up annually.

Although demand comes from many sources the Foreign Trade Plan is carried out exclusively by some thirty Foreign Trading Corporations each specializing in particular types of goods and commodities and negotiating all external contracts in its field. They are not the end users and act always on behalf of customers, but each Corporation is the sole importer and exporter in the Soviet Union of the goods with which it deals.

The system has its advantages and its disadvantages for the foreigner trading with the Soviet Union. Many find frustration in the difficulty of making contact with the end user either to promote their sales or to give after sales service. There is no counterpart in the Soviet Union of the managing director or the buyer for a department store who can take an immediate personal decision to sign an order. Negotiations are with officials whose mandate is to be certain that they are getting the best possible value for money and who are often prepared to take a very long time indeed to make certain that they are doing so. But there is on the other hand the simplicity of a system under which almost the whole of Soviet foreign trade operates from a single building and it is often possible to find an official who is the sole potential buyer of a product in the Soviet Union. Negotiation can be a protracted business requiring tact, patience, tenacity and firmness (where, incidentally, do you win export orders by being tactless, impatient and feeble?) but the centralized buying system means that orders when they come can be very large indeed and that behind each of them in exactly the same degree is the Soviet Union's very high and fully justified reputation for prompt payment.

The first step for exporters attempting the Soviet market is simply to make contact with the appropriate Foreign Trading Corporation (an up-to-date list is available from the Export Services Branch of the Board of Trade). It costs little indeed to write with full details of the product and where appropriate the price. The next steps depend on circumstances and the nature of the product. On occasions considerable business has been done by correspondence and without contact between the exporter and any authority in the Soviet Union other than the Trading Corporation. But these are the exceptions and in almost every case an exporter must soon consider whether his prospects justify a serious effort. If he decides that they do he will find that regular visits to Moscow, just as to any other market, are normally an essential part of a serious approach. The personal contacts which can bring a firm its reputation for integrity, reliability and efficiency are as important in the Soviet Union as anywhere else. With experience the exporter can find his way if not to the end user at least to officials in Ministries and State Committees whose job is the technical appraisal of his product. He can arrange in suitable cases to lecture to these experts or to invite a Soviet delegation to his factory. He can exhibit if he thinks the cost a reasonable investment.

The Soviet market is no place for public relations techniques (although there is some specialized scope for advertising) and certainly no place for the inexperienced junior executive. Most orders are won by carrying conviction under the stiffest and most detailed technical cross examination and often in the face of strong competition. The director of engineering sometimes plays a larger part than the sales director and a firm may have to spare both for much longer than it would like. But the opportunities for exporters offering the right product have always been large and the Soviet undertaking to achieve a much closer balance in trade with Britain opens some very favourable prospects. The rewards can justify the effort many times over.

A group of Soviet journalists examining a Rank Xerox Copyflo 12A being demonstrated at Rank Xerox's exhibition held in Moscow last July. The machine is producing by xerography (dry electrostatic copying) copies of a volume of Pushkin's poems from microfilm. The pages seen here being cut from a continuous roll of ordinary paper, were later bound into volumes and presented to the Soviet visitors. Photo by Tass.

British construction equipment at USSR's first international exhibition

THE EXHIBITION of Construction and Road-building Machines, which took place at the Lenin Stadium in Moscow from August 24 to September 7, was the first international exhibition ever staged in the Soviet Union. Eighteen countries, including the Soviet Union, Britain, France, Italy, Sweden, West Germany, Austria and, most of the East European Socialist countries, participated in the exhibition which covered approximately 120,000 square metres. The biggest participant was the Soviet Union with 16,000 square metres of space, followed by the East German pavilions, the Polish, French, and Italian displays. The United States were not represented officially but two individual American firms staged displays independently.

The exhibition was opened by Mr. I. T. Novikov, a deputy chairman of the Council of Ministers and chairman of the State Committee for Construction. Among the distinguished visitors was Mr. Khrushchev, who toured the entire exhibition, including the British stand, on the last day.

British participation consisted of 23 member companies of the Federation of Manufacturers of Construction Equipment, with the support of the Board of Trade and the Central Office of Information, who designed the British stand. One other British company staged an independent display and some British companies were exhibiting in conjunction with foreign associates. The British collective participation consisted of an open-air display area 7 metres wide by 201 metres long with an open viewing gang-walk. The British stand, although on the perimeter of the exhibition ground was well situated and the layout and siting of the stand gained the praise of several Soviet organizations, including the All-Union Chamber of Commerce, the Soviet sponsors of the exhibition.

Most of the British exhibits had been sold by the time the exhibition closed. The Soviet authorities will no doubt wish to evaluate these and the other foreign exhibits which they bought, and it may be some time before it is clear whether they intend to buy British construction equipment in commercially interesting quantities.

However, most British exhibitors thought that their participation in the exhibition was a worthwhile form of market research, and it enables them to make useful contacts with Soviet purchasing and technical organizations, connected with the Soviet construction industry.

British design exhibition in Moscow

'THE ROLE OF the Industrial Designer in British Industry' was the subject of an exhibition which opened in Moscow on August 20 for a month. Arranged by the Council of Industrial Design and the Central Office of Information on the British side and the All Union Scientific Research Institute of Industrial Design on the Russian side, the exhibition was designed by the Conran Design Group of London. Writing in the foreword to the exhibition booklet, Mr. Yuri Soloviev, director of the All Union Scientific Research Institute of Industrial Design, described the aim of the exhibition as being 'to acquaint Soviet specialists with the best work of British designers and to tell them about the design methods widely used by British industry for improving the quality of their products. The exhibits on show demonstrate the undoubted successes which have been achieved.'

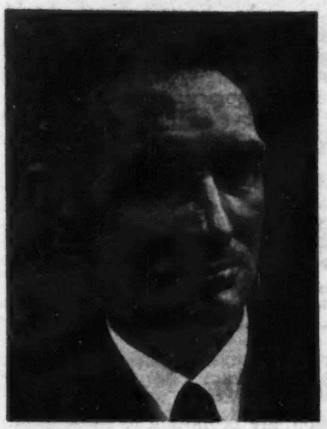
The first part of the exhibition dealt with the training of the

(*Continued on next page, col.* 2)

New ministerial appointments

THE FOLLOWING Cabinet appointments of particular interest to trade and industry were included in the announcements made by Mr. Harold Wilson, the new Prime Minister, last weekend:

Mr. George Brown, First Secretary of State and Minister for Economic Affairs.
Mr. J. Callaghan, Chancellor of the Exchequer.
Mr. Douglas Jay, President of the Board of Trade.
Mr. Ray Gunter, Minister of Labour.
Mr. Frederick Lee, Minister of Power.
Mr. Thomas Fraser, Minister of Transport.
Mr. Frank Cousins, Minister of Technology.
Mrs. Barbara Castle, Minister of Overseas Development.



Mr. Jay was born in 1907, educated at Winchester and New College, and was a Fellow of All Souls' College, Oxford, from 1930 to 1937. For some years he was on the staff of *The Times, Economist*, and *Daily Herald*, and during the war was Assistant Secretary, Ministry of Supply and later Principal Assistant Secretary, Board of Trade.

He has been Labour Member of Parliament for North Battersea since July 1946 and in the post-war Labour Government was Personal Assistant to the Prime Minister from 1945-46; Economic Secretary to the Treasury, 1947-50; Financial Secretary to the Treasury, 1950-51.

As the *Journal* went to press on October 20, it was announced that Mr. George Darling, Mr. Roy Mason and Mr. Edward Charles Redhead had been appointed joint Ministers of State at the Board of Trade, and Lord Rhodes as Parliamentary Secretary.

BNEC Committee for exports to Canada

THE BRITISH National Export Council has now been set up under the chairmanship of Sir William McFadzean, and various regional committees have been constituted. The Committee for Exports to Canada will consist of the following members:

Mr. Peter Allen, deputy chairman, ICI Ltd., chairman; Sir Ralph Perring, Bart., chairman, John Perring Ltd., vice-chairman.

Members: Mr. C. Patrick Crossley, chairman, John Crossley & Sons Ltd.; Mr. Peter Dalgliesh, managing director, R. S. Dalgliesh Ltd.; Mr. W. R. Henry, director, J. & P. Coats Ltd.; Mr. Graham Hurst, managing director, Morphy-Richards (Cray) Ltd.; Mr. Robin MacLellan, deputy chairman and export director, George MacLellan & Co Ltd.; Mr. F. R. Mason, managing director, Associated Electrical Industries Export Ltd.; Mr. M. I. Prichard, managing director, F. Perkins Ltd.; Mr. Elkan Simons, chairman, Simon Bros. (London) Ltd.; Mr. Douglas Stafford, vice-chairman, Beecham Group Ltd.; Mr. F. H. Tate, vice-chairman, Tate & Lyle Ltd.; Mr. M. H. Tollitt, chairman, Group Exports Services Organization, GKN, Ltd.

Representatives of Government Departments: Mr. Douglas Carter, Under-Secretary of State, the Board of Trade; Mr. G. B. Shannon, Assistant Under-Secretary of State, Commonwealth Relations Office.

Secretaries: Mr. Fred Davies, Head, North American Department, Federation of British Industries; Mr. Charles de Hoghton, Deputy Head, North American Department, Federation of British Industries.

The members of the committee will endeavour to cover the interests of British industry and, when the occasion demands, will take a leading part for the committee in various parts of Great Britain. In addition, certain members of the committee have agreed to take a special interest in specific areas of Canada, namely, the Atlantic Provinces, Quebec, Ontario, the Prairie Provinces and British Columbia.

The problems of exports to Canada and of improving our balance of trade with Canada are substantial ones, and this has proved a most difficult market for British exporters at times since the war. Nevertheless, the committee feels that there are sufficient advantages in favour of British trade to warrant a major effort to improve our present position.

Overseas tourists continue to increase

BRITAIN attracted 295,000 foreign visitors in August, 15 per cent more than in the same month last year, reports the British Travel and Holidays Association. A spokesman for the BTHA said the August tourist arrivals brought the total number of foreign visitors to Britain in the first eight months of 1964 to more than 1,441,000 which was a rise of 13 per cent on the period.

Visitors from European countries in August numbered 178,000. This was an increase of 15 per cent on the month and brought the total number of arrivals from Europe in the January-to-August period to 889,000 – an increase of 12 per cent. Visitors from the United States in August increased by 14 per cent to 95,000, bringing the total number of American arrivals in the first eight months of the year to 438,000 – a rise of 15 per cent on the period.

ANGLO-SOVIET TRADE, *continued*

industrial designer in Britain. It was explained that in Britain, the education of industrial designers is a state responsibilty. The work of Britain's design schools was illustrated by detailed descriptions of courses at three schools: the Department of Textiles at the Central School of Arts and Crafts in London; the course in Furniture Design at the Kingston School of Art; and the work of the School of Industrial Design (Engineering) at the Royal College of Art, London. In addition, the work of a typical design school run by a public company – in this case the Ford Motor Company Ltd. – was described. The section on training also emphasized the ways in which students at Britain's design schools are encouraged to tackle each problem afresh, irrespective of traditional solutions. The method of working and field of practice of several individual British designers were shown in the next section.

Other sections of the exhibition showed the results of the work of industrial designers in various fields. A final selection contained some notable consumer products which have recently won Design Centre Awards from the Council of Industrial Design for their outstanding design.

Mr. D. F. Ustinov, First Deputy Prime Minister of the Soviet Union (left) discussing a motor bicycle at the British Design Exhibition in Moscow. The exhibition, which closed on September 20, was visited by more than 100,000 *people.*

Important Italian trade mission to visit Britain

COUNT E. RADICE FOSSATI, president of the Union of Italian Chambers of Commerce and vice-president of the General Confederation of Italian Industry, will lead a trade mission which is coming to Britain on October 28 at the invitation of the London Chamber of Commerce.

The sixteen members of the mission represent a wide cross-section of Italian industry and commerce and whilst in Britain they will attend a one-day Anglo-Italian Export Conference. The mission's programme also includes discussions with the London Chamber of Commerce, the Board of Trade, the Federation of British Industries and an interview with the Lord Mayor.

The conference, jointly organized by the Junior Chamber of Commerce for London and the London Chamber, will be held at the Piccadilly Hotel, London, on October 28. It will be concerned with importing and exporting and a number of leading experts from British industry and from among members of the mission will speak on the important aspects of Anglo-Italian trade. Details of this conference can be obtained from the Italian section of the London Chamber.

The programme of the mission has been arranged by the London Chamber in consultation with the Board of Trade, Export Council for Europe, Italian Embassy and the Italian Chamber of Commerce for Great Britain.

ECGD £2m financial guarantee for Israel company

THE EXPORT Credits Guarantee Department signed on October 16 a Financial Guarantee for a loan totalling £2,078,400 which is to be made available on delivery of a Clydeside-built passenger/car ferry to Nili-Somerfin Car Ferries Limited of Haifa. The vessel, the M/V Nili, was launched in August at the Govan shipyard of the Fairfield Shipbuilding and Engineering Company Ltd., and is expected to be delivered in February next year. She will be a sister ship to the Belgium-built M/V Bilu, the 'Floating Motel' which the Somerfin Group are already operating in the Mediterranean and which visited the Pool of London in March. The new ship will be able to carry 530 passengers and 120 cars and will ply between Southampton and Algeciras near Gibraltar.

The loan, which will cover 80 per cent of the price of the vessel, is being made available by the Bank of Scotland and the Insurance Export Finance Company Limited. The loan agreement, which was also concluded on October 16, will be managed by the Bank of Scotland.

Sir Rex Cohen appointed to BTHA Board

SIR REX COHEN, has been appointed to the Board of the British Travel and Holidays Association. Sir Rex, who is 57, is chairman of a number of business concerns, including Lewis's Investment Trust; Lewis's Ltd.; Selfridges, Ltd.; and Lewis's Bank, Ltd. He is also a member of the Television Advisory Committee, a director of Martins Bank Ltd., and chairman of NAAFI.

Sir Rex was a member of the Board of Trade Committee for Consumer Protection – the Molony Committee.

Lindustries expansion in Northern Ireland

LINDUSTRIES, the textile and engineering Group, is modernizing and expanding its production in Northern Ireland. New plant costing £250,000 is being installed in the Prospect Mill, Belfast, of The Doagh Spinning Company Ltd., which is part of the Group. The new plant will produce Acrilic machine knitting yarns and the entire process, from carding to spinning the yarn, will be carried out at the mill.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the ground that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continuue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by November 6, 1964.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption requested until	Reference
29.22	3 - Dimethylaminopropyne	1 Dimethylamino propin 2 (Dimethyl amino 2 propyne)	December 31, 1965	6587
29.31	1 - Naphthylthiourea	As in previous column	December 31, 1965	2405
29.35	1 - Phenylpyrazolid - 3 - one	1 - Phenyl - 3 - pyrazolidone.	December 31, 1965	6483

Reimposition of import duty

THE BOARD OF TRADE, Tariff Division, are proposing to recommend that the import duty on *sec*Butyl alcohol (tariff heading 29.04) and Triethylaluminium (tariff heading 29.34) should be reimposed on January 1, 1965, when the existing temporary exemptions from duty expire, as these materials are now manufactured in the United Kingdom.

Drawback on exported linseed oil methyl esters

THE BOARD OF TRADE give notice that they are considering an application for the allowance of drawback of duty on imported linseed oil when used in the manufacture for export of mixtures of linseed oil methyl esters and linseed oil.

Any interested parties wishing to support or oppose this application should do so in writing to the Board of Trade, Tariff Division, 1 Victoria Street, London, S.W.1, not later than November 10, 1964.

Madingley Investments Limited

THE REPORT of the Inspectors appointed by the Board of Trade in October 1960 pursuant to Section 165(b) of the Companies Act 1948, to investigate the affairs of Madingley Investments Limited has been published and copies may be obtained from HM Stationery Office. Price 4s. 6d., by post 4s. 11d.

Galashiels textile firm's expansion

THE NEW 9,000 sq. ft. extension to the Galashiels plant of John Gladstone and Co. Ltd., cloth shrinkers and finishers is now operating in full production. The extension houses the firm's warehousing, examination and packing sections, leaving all the processing stages to be carried out in the old building.

Mr. David Finlay-Maxwell, managing director, said: 'The space which this extension gives us will enable us to increase production by 20 per cent. We operate a night transport service between Huddersfield and Galashiels so that if one plant looks as though it is going to be overloaded, we can transfer cloth to the other one very swiftly.'

New Books

Critical Path Analysis: Eighteen Case Histories (52 pages. 7s. 6d. from British Productivity Council, Vintry House, Queen Street Place, London, E.C.4). The British Productivity Council has just published a 50-page survey on the effects of the introduction of Critical Path Analysis into 18 major firms in British industry. CPA is one of the new management planning techniques which is assuming increasing importance in business to-day. It is based on a network analysis and by its means a diagram can be drawn to show how each stage in a complex project is related to the others and which of them will crucially affect the overall timing of the scheme. By this means systematic scheduling and cost control are possible. The case histories discussed by the BPC illustrate the many different types of operation for which the technique can be used. The projects range from bridge widening, chemical plant erection, and furnace re-lining, to monthly accounting and marketing operation.

Outline of Japanese Economy and Finance (69 pages. Free from the Bank of Japan, CPO Box 203, Tokyo). One more addition to the small spate of books on the Japanese economy which were noticed on this page in our issue of September 18, and which coincide with a wide current interest in certain events in Tokyo. This pamphlet from the Bank of Japan begins with a general survey of the Japanese economy, and discusses the factors which have contributed most to the country's growth – the active investment in equipment by business, the rapid increase in exports, the abundant and skilled labour, and the high ratio of savings. It describes the Japanese financial system and financial institutions, and concludes with a summary of the financial structure of the economy, the credit market, government finance and monetary policy. The pamphlet contains many charts and diagrams.

Investment Guide to Turkey (186 pages. 56s. from the Union of Chambers of Commerce, Industry and Commodity Exchanges of Turkey, Ankara). A well-printed large-paper brochure issued by the Union's Investment Promotion and Information Center, this work sets out the main legal and commercial requirements of business operations in Turkey, with a quantity of selected economic background information, and 20 pages of statistical tables. The volume also contains some large coloured maps, charts of various sizes and some photographic illustrations.

Introducing Switzerland (110 pages. SFr. 7 from the Swiss Office for the Development of Trade, Bellefontaine 18, Lausanne, Switzerland). This study, illustrated with numerous photographs and reproductions of paintings, sets out to describe all aspects of life in contemporary Switzerland. The book's first section deals with 'Switzerland in the light of her history', and briefly describes the influence of past events in shaping the present-day culture and political structure of the country. The second and longer section of the book describes various 'aspects of contemporary Switzerland', and gives short outlines of the country's major industries and economic institutions. The author describes the Swiss political organization in some detail, at both federal and canton level, and devotes much attention to an analysis of the country's philosophy of existence, and to the 'Swiss compromise' which is said to be the basis of the country's political stability. A final section of the book discusses Switzerland's future prospects. A selective bibliography of books about Switzerland is included.

British Contributions to Sweden's Industrial Development, by Emil Sahlin (121 pages. General Export Association of Sweden, Stockholm. Available at 40s. from the Swedish Chamber of Commerce for the United Kingdom, 14 Trinity Square, London, E.C.4). An interesting account of the part played in the industrial sector of the Swedish economy by British industrial pioneers. A number of industries in Sweden – notably the iron and steel industries, the railways, forestry, heavy engineering and textiles – owe their origin or importance in no small part to the introduction and development of technical processes by British industrialists and engineers. In these multilithed foolscap pages, the author provides a survey, mainly in note form, of the work of these pioneers, and traces the history in Sweden of those industries to which they most notably contributed. He includes biographical accounts of a number of the personalities of importance, some of them belonging to successive generations of the same families, and well-known business names. There is no index.

Mission to South America. Council of British Manufacturers of Petroleum Equipment. (24 pages. 20s. from the Council of British Manufacturers of Petroleum Equipment, 118 Southwark Street, London, S.E.1). The Mission visited Venezuela, Colombia, Peru and Chile earlier this year, and this report examines in detail the prospects for the sale of equipment to the oil producing and refining companies in these four South American countries. The report includes many practical recommendations on the methods of sale best suited to these markets. Emphasis is laid on the need for quick deliveries, which it is suggested could best be achieved by local assembly or manufacture in conjunction with existing local organizations, rather than by stocking backed up by manufacture in the United Kingdom.

Other publications

British & Commonwealth Textile Industry 1965 (excluding Lancashire and Yorkshire): 683 pages. John Worral Ltd., Oldham. 30s., by post 32s. 6d. (A change in title for the well-known annual directory formerly published as *British and Dominion Textile Industry*).

Teleurope . . . Industry and Commerce in Europe 1964. 2,500 pages (approx.) 50 DM from Teleurope, 61 Darmstadt, Holzhofallee 38, Germany.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m. Monday to Friday.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal dispoeable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,984	—	15,988	15,258	15,258	9,095	3,478	922	688	591	1,205				
1959	104	105	106	105	105	95	108	94	115	113	109	+174	+ 73	+15	+49
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	122	113	101	128	119	130	141	124	+101	+ 33	+22	+39
1963	117	119	135	129	118	103	130	107	131	146	132	+133	+ 89	+15	+30
1962															
4th quarter	114	115	130	124	115	101	126	111	127	136	124	+ 9	— 9	+ 9	+24
1963															
1st quarter	113	113	130	125	114	101	115	104	126	101	116	— 20	+ 56	—16	N/C
2nd quarter	116	118	132	128	117	102	129	109	128	150	128	+ 38	— 9	+22	— 5
3rd quarter	116	120	138	130	120	105	135	106	130	164	140	— 36	— 33	—19	— 6
4th quarter	123	124	138	132	121	105	140	109	140	168	143	+151	+ 75	+28	+41
1964															
1st quarter	121	127	141	134	121	106	144	115	145	175	151	+ 96	+ 94	— 4	+ 4
2nd quarter		127			120	105	149*	120	144	179*	152*		+120	+12	+ 1
1964															
February	..	127	..	..	..	105	..	..	..	..	..	..	..	..	..
March	..	127	..	..	..	105	..	..	..	..	..	..	..	..	..
April	..	127	..	..	..	106	..	..	..	..	..	..	..	..	..
May	..	127	..	..	..	104	..	..	..	..	..	..	..	..	..
June	..	127	..	..	..	105	..	..	..	..	..	..	..	..	..
July	..	127*	..	..	..	105	..	..	..	..	..	..	..	..	..
August	..		..	..	..	106	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change			
	at 1958 prices													at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+153
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 1
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+115
1963	135	117	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	129	128	+113
1962																
4th quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 35
1963																
1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	124	+ 82
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 34
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 2
4th quarter	135	117	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	136	132	— 5
1964																
1st quarter	140	121	123·2	+1·5	107·9	124·0	145·8	445	— 5	+42	182	+25	— 5	145	134	— 69
2nd quarter	152*	125*	125·5	+2·8	107·8	125·0	147·4	355	— 90	—58	230	+48	+33	147	133	—113
3rd quarter					108·6*	125·5*		311	— 44	—34	242	+12	+ 6	147*	132*	
1964																
February	137	121	123·1	+1·2	108·2	123·9	145·7	451	— 20	+ 2	178	+12	+ 6	144	139	..
March	140	121	123·6	+1·5	108·1	124·3	146·2	413	— 38	—19	202	+24	+10	145	141	..
April	144*	123*	124·7	+2·0	108·1	124·8	146·7	394	— 19	—20	212	+10	+14	146	127	..
May	147*	126*	125·7	+2·9	107·6	125·1	147·4	357	— 37	—23	227	+15	+ 9	144	140	..
June	148*	125*	126·2	+3·4	107·8	125·2	148·2	315	— 42	—33	251	+24	+13	152	132	..
July	151*	120*	126·2	+4·0	108·1*	125·4*	149·0	303	— 12	—15	250	— 1	+ 3	138	125	..
August		117*	126·7	+4·7	108·6*	125·5*	149·3	314	+ 11	+10	239	—11	— 9	153	140	..
September					109·2*	125·6*		315	+ 1	+11	239	Nil	— 7	151*	131*	..

† NOT seasonally adjusted. * Provisional.

Provisional figures of United Kingdom trade in September

Seasonally adjusted values

United Kingdom exports in September were £346 million, imports were £471 million and re-exports £14 million.

Exports

After eliminating normal seasonal variation United Kingdom exports in the third quarter were 1 per cent less than in the second quarter. In the first nine months of the year, they were 4 per cent more than the average for the year 1963.

Imports

On the same basis, imports in the third quarter were the same as in the previous three months. In the first nine months of the year they were 14 per cent more than the average for the year 1963.

Re-exports

Seasonally adjusted re-exports in the third quarter were £14 million a month, compared with £13 million in the second quarter. The monthly average for the year 1963 was £13 million.

Trade balance

In the third quarter it is estimated that the deficit of visible trade in the balance of payments was £49 million a month, seasonally adjusted. In the second quarter it averaged £44 million a month and in the year 1963 it averaged £4 million a month.

United Kingdom Trade

Seasonally adjusted values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1962	316	374	13	— 6
1963	340	402	13	— 4
1963 1st quarter	328	375	12	+ 7
2nd quarter	336	396	13	— 2
3rd quarter	346	412	13	— 9
4th quarter	350	423	13	—11
1964 1st quarter	356	453	12	—35
2nd quarter	352	461	13	—44
3rd quarter*	349	460	14	—49**
1964 April	337	457	13	—52
May	370	450	13	—18
June	348	474	12	—60
July	331	430	13	—40**
August	370	479	14	—49**
September	346	471	14	—59**

*Provisional. **Estimated.

Recorded values

United Kingdom exports in September were valued at £301.9 million, imports at £447 million and re-exports at £12.1 million.

£ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1963 1st quarter	332·6	381·3	13·3
2nd quarter	343·6	397·5	13·3
3rd quarter	324·9	400·7	11·6
4th quarter	359·0	427·2	13·2
1964 1st quarter	360·1	460·4	12·8
2nd quarter	363·6	465·8	13·1
3rd quarter*	325·2	447·4	11·9
July	327·9	451·6	11·4
August	345·7	443·6	12·1
September*	301·9	447·0	12·1

*Provisional.

Trade balance

The monthly figures for the trade balance – strictly the 'balance of visible trade on a balance of payments basis' – are estimates and are only published seasonally adjusted. They are consistent with the quarterly balance of payments statistics and are intended, taking runs of several months together, to give the best guidance to the trend, which can be deduced from the monthly trade figures. They exclude insurance and freight, included in the valuation of imports in the Trade Accounts, which in so far as they are paid abroad are included in the invisibles account; there are also other differences between the Trade Account figures and those used in the balance of payments statistics.

It is misleading to calculate, using the Trade Account figures as they stand, the difference between imports and exports plus re-exports and describe this as the trade gap.

New companies registered in Britain in September

BELOW ARE DETAILS of new companies registered in Great Britain during September, 1964, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee,

Nominal Capital	Public companies	Private companies	Total
Under £1,000		2,430	2,430
£1,000 and under £10,000		1,083	1,083
£10,000 and under £50,000		192	192
£50,000 and under £100,000		19	19
£100,000 and under £1,000,000	1	11	12
£1,000,000 and above		3	3
Total number	1	3,738	3,739
	'000's	'000's	'000's
Total amount of nominal capital	£100	£11,266	£11,366

Companies registered in Great Britain in 1963-1964

	1963		1964	
	Number	Nominal capital £'000's	Number	Nominal capital £'000's
January	3,178	8,336	4,035	9,654
February	3,250	6,766	3,663	29,949
March	3,927	10,470	5,006	16,654
April	3,698	8,253	4,636	10,757
May	3,642	8,459	3,994	9,905
June	2,995	7,182	3,819	11,746
July	3,722	9,133	3,495	15,857
August	3,089	8,481	3,518	10,370
September	3,159	7,313	3,739	11,366
October	3,866	10,098		
November	3,516	7,501		
December	3,641	13,466		
Total	41,683	105,458		

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- *Processed Man-made Continuous Filament Yarns for August* 1964.

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- *Paint and Varnish for April-June* 1964.

Retail stocks in August

THE VALUE of retail stocks at the end of August was 8 per cent higher than the corresponding year earlier figures, compared with 4 per cent in May and July, and 6 per cent in April and June.

After allowing for seasonal factors, the level of the value of stocks rather more than recovered during August the drop during July.

In volume terms, stocks showed an increase of 5 per cent compared with a year earlier.

Estimates of changes in total retail stocks

(At cost at end of month). Index numbers (end 1956 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices.												
1956	96	100	101	102	102	100	97	95	101	109	114	100
1957	100	105	107	109	110	107	104	103	107	117	123	107
1958	105	109	111	112	112	109	106	106	110	119	123	109
1959	108	111	112	114	115	114	111	109	114	123	129	115
1960	113	119	123	124	126	125	120	118	123	131	136	120
1961	119	124	129	131	132	131	126	124	128	136	142	125
1962	124	128	135	137	139	135	132	130	133	144	151	133
1963	130	134	142	142	143	139	135	133	135	147	157	137
1964	139	141	147	150	149	148	139	143				
1961	+5	+5	+5	+5	+4	+5	+5	+5	+4	+4	+4	+4
1962	+5	+3	+5	+4	+6	+2	+4	+5	+4	+6	+7	+7
1963	+5	+4	+5	+4	+3	+3	+2	+2	+1	+2	+4	+3
1964	+6	+5	+4	+6	+4	+6	+4	+8				
(b) At constant (Dec. 1956)prices												
1956	99	103	103	104	103	101	98	96	102	110	115	100
1957	100	104	106	108	109	106	113	102	106	115	121	105
1958	104	107	109	110	110	107	104	104	108	117	121	107
1959	106	109	110	113	113	113	110	108	112	121	127	113
1960	111	117	122	122	124	123	117	116	120	128	133	117
1961	116	121	125	127	127	126	121	118	122	129	134	118
1962	117	121	127	129	130	125	122	120	123	133	139	122
1963	121	123	131	131	132	129	124	122	124	135	144	126
1964	127	128	134	136	134	133	125	128				
1961	+4	+3	+3	+3	+2	+3	+3	+2	+1	+1	+1	nil
1962	+1	nil	+2	+2	+2	+1	nil	+2	+1	+3	+4	+4
1963	+3	+2	+3	+2	+2	+3	+2	+2	+1	+2	+3	+3
1964	+5	+4	+2	+4	+2	+3	+1	+5				

(A description of the asis and construction of these estimates was given on page 1288 of the *Board of Trade Journal* of December 19, 1958.)

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the undermentioned Patents were endorsed 'Licences of Right' on the dates specified.

NUMBER	GRANTEES	SUBJECT-MATTER
	September 1, 1964	
874,170	Pitner, A. & Nadella S.A.	Needle bearings for cardan joints, etc.
884,948	Lancaster, F.	Pipe joints.
884,949	Lancaster, F.	Pipe joints.
884,950	Lancaster, F.	Pipe joints.
920,115	Cadovius, P.	Disconnectable dowelled joints.
	September 7, 1964	
708,379	Perkins Machine & Gear Co.	Helical wire core making machine.
884,789	Power Jets (Research & Development) Ltd.	Gas turbine plant.
	September 14, 1964	
786,960	Gevaert Photo-Production N.V.	Polymeric amidoximes.
833,204	Gevaert Photo-Production N.V.	Dyeability of treated polymeric material.
838,296	Gevaert Photo-Production N.V.	Dyeability of treated polymeric material.
840,797	Gevaert Photo-Production N.V.	New synthetic fibres, etc.
850,116	Gevaert Photo-Production N.V.	Dyeable polymeric materials from nitrile group polymers.
852,483	Gevaert Photo-Production N.V.	Mordants for acid organic materials.
863,533	Gevaert Photo-Production N.V.	Polymeric amidoximes.
	The six above-mentioned are patents of addition to 786,960.	
	September 16, 1964	
889,522	Nova, A. & others trading as Firm Antonio Nova.	Formation of rubber soles and vulcanization to shoe ramps.
915,465	County Commercial Cars Ltd.	Vehicle axle supporting structures.
	September 17, 1964	
717,395	Scovill Manufacturing Co.	Locking mechanisms for slide fasteners.
732,565	Philco Corporation	Applying film to phosphor layer and composition therefor.
861,618	Construzioni Aeronautiche Giovanni Agusta S.p.a.	Helicopters.
863,685	Construzioni Aeronautiche Giovanni Agusta S.p.a.	Helicopters.
863,686	Construzioni Aeronautiche Giovanni Agusta S.p.a.	Helicopters.
864,212	Construzioni Aeronautiche Giovanni Agusta S.p.a.	Helicopters

Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may appy for cancellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller-General.

Patent Office.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, October 16, 1964.
Where the title appears in italics the film forms part of a series. BR/E indicates that the film is a British quota film.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
Look at Life Series 23: *Lady by the Sea*	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 29761	9	October 12
Pathe Pic. Series 508/520: *Pathe Pic. No.* 513	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd.	Br/E 29764	9	October 16
Pathe Pic. No. 514	" "	" "	Br/E 29765	8	October 16
Movietone News 1844A	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29446	7	October 16
Movietone News 1845	" "	" "	Br/E 29447	8	October 16
Pathe News 64-83	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29558	8	October 16
Pathe News 64-84	" "	" "	Br/E 29559	8	October 16
		FOREIGN			
Pressure Point	United Artists Corp. Ltd.	Larcas Productions Inc.	F 29758	89	October 12
The Unshrinkable Jerry Mouse	Metro-Goldwyn-Mayer Pictures Ltd.	Metro-Goldwyn-Mayer Inc.	F 29759	7	October 12
The Cat above and the Mouse below	" "	" "	F 29760	7	October 12
Heads I Win	New Realm Pictures Ltd.	Rora Films Ltd.	F 29762	24	October 13
Kisses for My President	Warner-Pathe Distributors Ltd.	Warner Brothers Pictures Inc.	F 29763	85	October 14
Crypt of Horror	Eagle Films Ltd.	Mec Cinematografica, Rome, and Hispamer Films, Madrid.	F 29766	84	October 16
Terrified	" "	Bern-Field Production	F 29767	66	October 16

Amendment to the Register

The playing time of the film 'Youngblood Hawke' (F 29729 registered on September 21, 1964, has been amended to 104 minutes.

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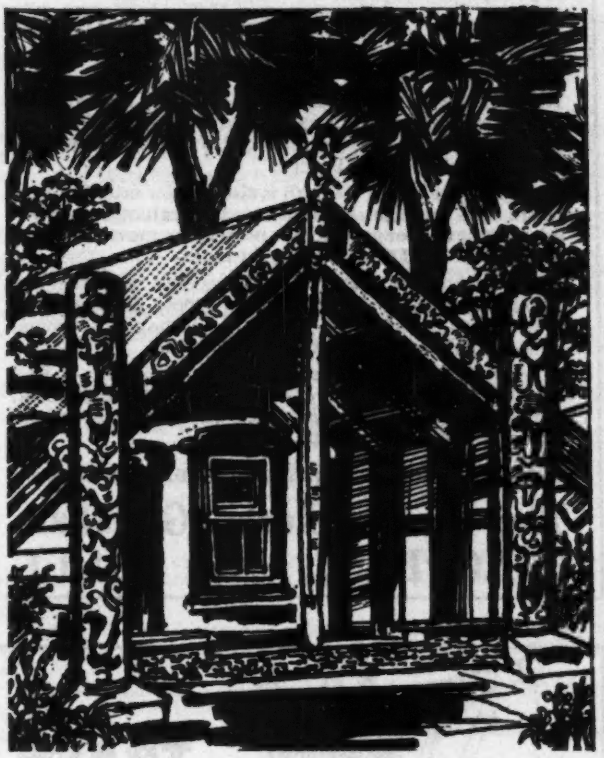

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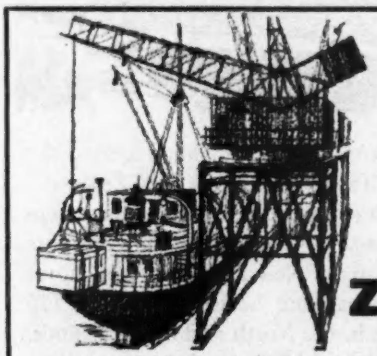

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Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1964	Stores	Location	Auctioneers
Oct. 28	The sale will include hangars, houses, workshops, offices, 30 acres of land with planning permission for industrial use, also six timber huts and two Seco huts for removal.	Kirkbride Airfield, Cumberland	J. M. Richardson & Son, 1 Cecil Street, Carlisle. (Tel. Carlisle 21187).
Oct. 29	Miscellaneous stores and equipment	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland (AFD1), Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053).

The above sale will include a large quantity of clothing, footwear, mess tins, air travel bags, water bottles, haversacks, packs, generators, electric motors, rotary transformers, radio and electrical equipment, miscellaneous photographic equipment, drogues, miscellaneous webbing, rubber dinghies, various actuators, aircraft cameras, lead-acid batteries, epidiascopes, miscellaneous aircraft spares, miscellaneous helicopter spares, brake units, friction plates.

Nov. 5	Miscellaneous stores and equipment	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd. (AFD1), Botchergate, Carlisle. (Tel. Carlisle 26292/3).

The above sale will include vehicle tubular shafts; shaft props; clutch cover and distributor assemblies; Servo and other brake units; steering columns; and ancillary spares; also receivers; power units; test sets; rectifiers; transformers; video oscillators; oscilloscopes; signal generators; radio spares; monitors; amplifier units; modulators; condensers; capacitors; alternators; lead-acid accumulators; binoculars; telescopes; pocket and stop watches; vehicle electric clocks; prismatic compasses; sighting heads and instruments; gyro units; periscopes; pocket altimeters; slide rules; aircraft and drawing instruments; silver solder; radar cabins; teleprinter spares; telephones; switchboards; oxygen, fire fighting, aerial, radar and ground equipment; airframe spares; pallets; containers; cases; engine stands; glass panels; paints; chemicals, etc.

Nov. 18	Miscellaneous stores and equipment	No. 7 Maintenance Unit, Royal Air Force, Quedgeley, Gloucester.	Bruton Knowles & Co. (AFD1), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).
Nov. 26	Royal Air Force Station, Bridgnorth, to be sold in lots, with vacant possession of the whole–43½ acres (with indication of planning permission for light industrial use in respect of 33 acres) with excellent buildings situated thereon totalling about 150,000 square feet of covered floorspace, including fine main stores 40,000 square feet and two T2 hangars.	Royal Air Force Station, Bridgnorth, Shropshire.	Nock, Deighton & Sons (AFD1), 52 Whitburn Street, Bridgnorth, Shropshire. (Tel. Bridgnorth 2203/4).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

TENDER SALES

Tenders invited for the purchase and removal of T2 hangars at Nutts Corner (Belfast) and Bruntingthorpe (Warwicks), and huts at Prestwick, Brize Norton (Oxfordshire), Hullavington (Wilts), etc. Apply within seven days of the date of this advertisement to Minister of Defence (AFC.19a (Air)), Turnstile House, London, W.C.1, for tender forms.

Parachutes and nylon cord offered for sale by tender. Tenders may be obtained from Ministry of Defence, Air Force Department (AFC.19a (Air)) Turnstile House, High Holborn, W.C.1.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1964	Stores	Location	Auctioneers
Oct. 27/28	Vehicles, sheepsfoot rollers, 8/10-tons, self-propelled rollers (diesel and petrol), machine tools, textiles and miscellaneous stores.	Ordnance Disposal Depot, Royal Arsenal, Woolwich, S.E.18.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).
Nov. 12	Machine tools, textiles and miscellaneous Stores.	Ordnance Storage and Disposal Depot, Ruddington, near Nottingham.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

SALE BY TENDER – MACHINE TOOLS

Horizontal borers; pedestal and radial drills; tool and cutter and plain grinders; centre lathes; horizontal, universal and vertical millers; presses; openside planer; sawing, shaping, slotting and tapping machines; woodworking machines, etc.

Location: Royal Ordnance Factory, Royal Arsenal, Woolwich, London, S.E.18.

Tender forms must be returned by 10 a.m., November 10, 1964.

Applications for tender forms should be made to Ministry of Defence, Directorate of Sales (4b.2), First Avenue House, High Holborn, W.C.1.

MINISTRY OF PUBLIC BUILDING AND WORKS

1964	Description of Goods	Location	Auctioneers
Nov. 3	Office and miscellaneous furniture, domestic refrigerators, electric and other fittings, canteen equipment, crockery, etc.	Ministry of Public Building and Works, Supplies Division Stores, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworth, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel City 1718).

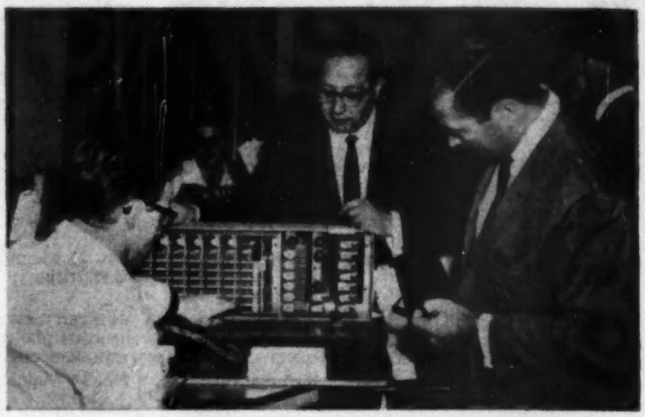
Catalogues, price 6d., are obtainable from the auctioneers. View-days: day preceding the sale and morning of sale.

New and revised British Standards

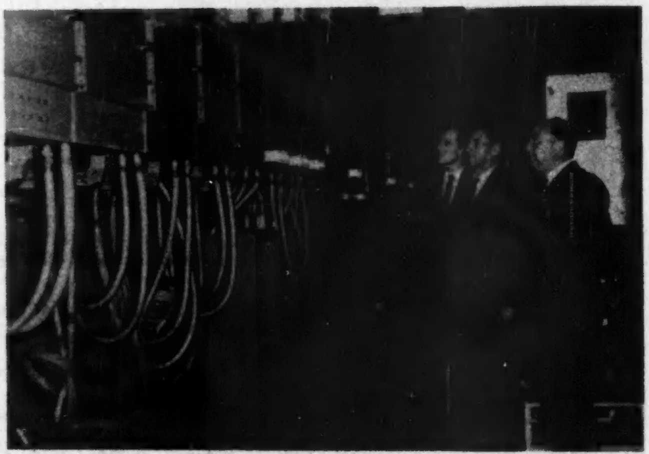
RECENT British Standards are listed below. Copies are obtainable from the British Standards Institution, British Standards House, 2 Park Street, London, W.1.

	Particulars	Price		
		£	s.	d.
SPECIAL ISSUE				
B.S.				
3794P	Reference sheet samples	1	5	0
NEW BRITISH STANDARDS				
B.S.				
1747:1964	Methods for the measurement of air pollution:			
	1747 Part 2:1964 Determination of concentration of suspended matter		6	0
3191:1964	Fixed playground equipment for schools:			
	3191 Part 3 B: 1964 Special requirements for steel tubular climbing apparatus		3	6
3362:1964	Hose and couplings for bulk handling of animal feeding stuffs and grain:			
	3362 Part 2:1964 Hose		4	0
3417:1964	Agricultural power take-off shafts and guards:			
	3417 Part 3:1964 Male and female shaft yokes		4	0
3683:1964	Glossary of terms used in non-destructive testing:		5	0
	3683 Part 3:1964 Radiological flaw detection		5	0
3783:1964	X-ray lead-rubber protective aprons for personal use		4	6
3789:1964	Non-returnable fibreboard tomato trays		4	6
3790:1964	Endless narrow V-belt drives for industrial purposes: Sections 3V, 5V and 8V.		10	0
3791:1964	Clothing for protection against intense heat for short periods		10	0
3792:1964	Recommendations for the installation of automatic liquid level and temperature measuring instruments on storage tanks		5	0
3793:1964	Mayo's operating scissors (with dished blades)		5	0
3794:1964	Decorative laminated plastics sheet		10	0
3796:1964	Polythene pipe (Type 710) for general purposes including chemical and food industry uses.		7	0
3797:1964	Lightweight aggregates for concrete		3	6
3798:1964	Coping units (of clayware, unreinforced cast concrete, unreinforced cast stone, natural stone and slate)		7	6
3801:1964	16 mm. film spools of 2,400 ft. capacity for specialized equipment		4	6
3802:1964	Washable inks for fountain pens		4	6
3803:1964	Red inks for general writing purposes		4	6
NEW BRITISH STANDARDS: AUTOMOBILE SERIES				
B.S.				
AU33:1964	5¼ in diameter generator: 12 or 24 volt D.C. (swung-mounted: ventilated)		2	0
AU34:1964	7 in. diameter generator (high-speed): 24 volt D.C. (cradle-mounted: totally enclosed: non-ventilated)		2	0
AU35:1964	4 in. diameter generator: 12 volt D.C. (swung-mounted: ventilated)		2	0
AU36:1964	4 in. diameter generator: 12 volt D.C. (swung-mounted: totally enclosed: non-ventilated) for exposed conditions		2	0
AU51:1964	Type S fuel injection nozzles.		2	0
AU52:1964	Type S fuel injection nozzle holder for short stem and pintle nozzles		2	6
AU53:1964	Type S fuel injection nozzle holder for long stem nozzles		2	6
AU54:1964	Size A fuel injection pump for 3, 4 or 6 cylinder diesel engines		2	0
AU55:1964	Size B fuel injection pump for 4 or 6 cylinder diesel engines		2	0
AU56:1964	Size N fuel injection pump for 4 or 6 cylinder diesel engines		2	0
AU57:1964	Centrifugal type governor for size A and Size N fuel injection pumps		2 2	0 0
AU58:1964	Centrifugal type governor for size B fuel injection pump		2	0
AU59:1964	Pneumatic type governor for size A and size N fuel injection pumps		2	0
AU60:1964	Pneumatic type governor for size B fuel injection pump		2	0
AU61:1964	Hydraulic governor for size N fuel injection pump		2	0
AU62:1964	Venturi control unit (with oval flanges for two-bolt fixing) for use with pneumatic type governor		1	6
AU63:1964	Venturi control unit (with square flange for four-bolt fixing) for use with penumatic type governor		1	6
AU64:1964	Coupling for size A fuel injection pump		1	6
AU65:1964	Coupling for size B and size N fuel injection pumps		2	0
AU66:1964	Type 1 mounting flange for size A fuel injection pump		1	6
AU67:1964	Type 2 mounting flange for size A fuel injection pump		1	6
AU68:1964	Fuel injection low pressure pipe fittings		2	0
NEW AIRCRAFT STANDARD				
B.S.				
F120:1964	Nylon sewing threads for aeronautical purposes		2	6
REVISED BRITISH STANDARDS				
B.S.				
409:1964	Naval brass sheet, strip and plate (excluding naval brass condenser plate)		7	6
573:1964	Di-*n*-butyl phthalate		4	6
574:1964	Diethyl phthalate		4	6
857:1964	Safety glass for land transport:			
	857 Parts 1 and 2:1964		10	0
	Part 1: General clauses and optical requirements for windscreens.			
	Part 2: Requirements specific to heat-treated safety glass			
1041:1964	Code for temperature measurement:			
	1041 Part 7:1964 Temperature/Time indicators		7	6
1042:1964	Methods for the measurement of fluid flow in pipes:			
	1042 Part 1:1964 Orifice plates, nozzles and venturi tubes	2	10	0
1433:1964	Copper for electrical purposes: Rod and bar		6	0
1965:1964	Butt-welding pipe fittings for pressure purposes:			
	1965 Part 2:1964 Austenitic stainless steel		10	0
2659:1964	Dimensions of agricultural cultivator tines		6	0

Recent trade visitors to Britain



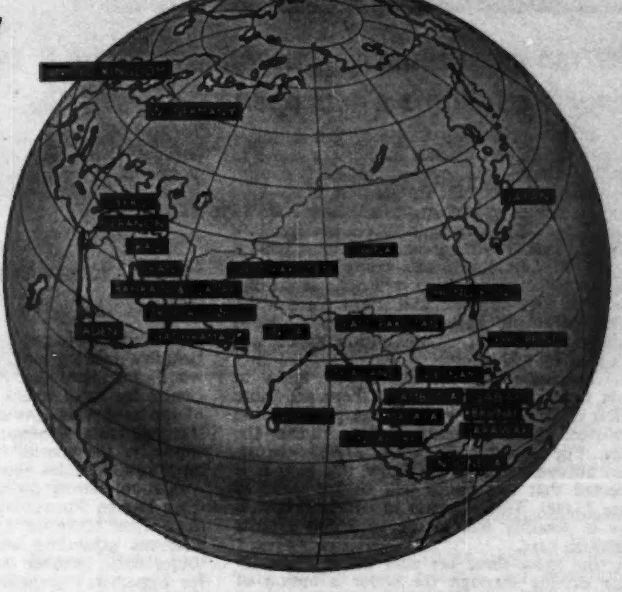
Dr. Farhang Shafi'i (right), Minister of Posts, Telegraphs and Telephones of Iran, visiting the Liverpool works of Automatic Telephone and Electric Co. Ltd. He is accompanied by Mr. Badi'i (centre), Iranian Director-General of Planning.



Mr. M. J. W. Chapel (centre), senior electrical engineer of the Port Elizabeth Municipal Authority, at the Blackwoods, Mon. factory of South Wales Switchgear Ltd. With him are Mr. C. Donovan (left), and Mr. R. Lock, both of South Wales Switchgear.

Sr. Don Santiago Castro (third from right), leader of a group of Spanish power engineers who visited the English Electric Company's Stafford works recently. He is with Mr. A. N. Vassilissin, managing director of English Electric Espanola on his left and Mr. J. F. Herbert, general export manager, on his right.

EXPORT DRIVE



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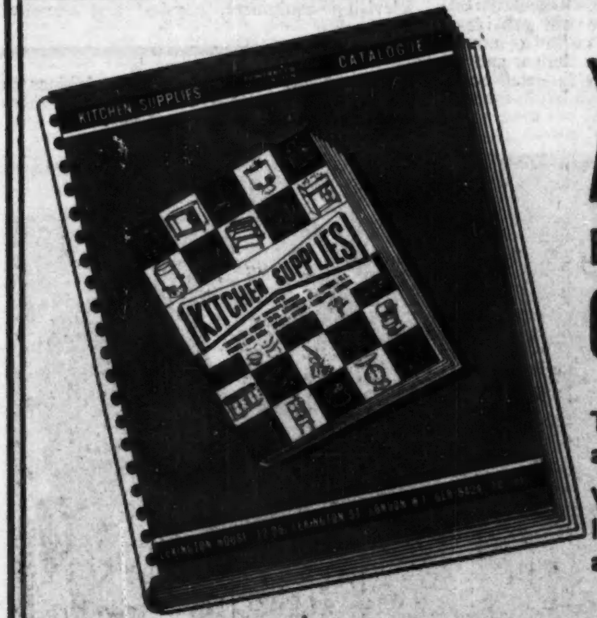

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Exhibitions and Fairs

British car industry announces record exports as Motor Show opens

THE 49TH INTERNATIONAL Motor Exhibition – claimed to be the world's largest car show in one building – was opened at Earls Court, London on October 21. In addition to some 60 different makes of motor cars on show from 12 countries – British manufacturers presented 30 different makes – there was a comprehensive display of accessories and components, tyres and transport service equipment, motorized caravans, and for the first time since 1959, trailer caravans. More than a quarter of a million square feet of exhibition space was occupied by 490 stands.

Each successive year the Motor Show at Earls Court increases in size: there are more makes of cars on show, overseas participation increases, more overseas visitors attend the show. For example, in 1963, 21,983 visitors from abroad attended the show, this year it is expected that this figure will be increased to some 23,000. This increase in overseas attendance is possibly due to the increased exports of British cars.

At the show there are cars which make for easier driving through the wider adoption of synchromesh on all forward gears, clutches of lighter operation and, in certain of the larger models, power steering and automatic transmission as standard items. Greater comfort is being achieved by improvements in fresh air and heating systems, and by refinements in suspension and in seating and upholstery.

Both ease of driving and comfort are themselves integral aids to safety. There are instances of models with more power, but the accent is on improvements in braking; these improvements will include the wider usage of disc brakes in the lower price brackets. To this must be added a trend in body design promoting greater all-round vision.

This year's show reflects the emphasis which British manufacturers put upon the safety factor.

Speaking at a press conference in London on the eve of the show, Mr. William Swallow, president of the Society of Motor Manufacturers and Traders and managing director of Vauxhall Motors, gave the following statistics on the exports of Britain's motor industry: 'Our main increases in car sales overseas have, in fact, been spread over the markets of Europe, the United States, Canada and South Africa. And these are probably the principal outlets for further development in the immediate future. Comparing the first eight months periods 1963/64 this is how we fared – to the EFTA territories of Europe 86,000 cars exported, a rise of 20 per cent; to the United States an extra 10,000 to 54,500; to Canada (since the abolition of the temporary 10 per cent duty surcharge) a rise from 8,000 to over 25,000; to the Republic of South Africa a rise of 14,000 to more than 48,000.

'In fact,' he added, 'British cars are exported to more than 150 countries throughout the world. I say that not only because the near 1¼ million produced, and the 470,000 exported in the first eight months of this year were both record figures; what is even more significant – and not generally realized – is that the rate of increase in our production and the rate of increase in our exports have in each case been greater than that of the German, French and Italian industries. This is shown by the comparable January to July 1963/64 returns.'

The show closes on October 31.

(*An article entitled 'Why Britain's motor industry is a major exporter' by Mr. Swallow, president of the SMMT, appeared in the* Board of Trade Journal *on October* 16, *pages* 839-841).

Design Centre exhibitions and conference

A DISPLAY of modern designs by one of Britain's leading pottery firms, Josiah Wedgwood and Sons Ltd., opened at the Design Centre for three weeks from October 12. Three of the newest designs are displayed in two contrasting table settings. Among other designs shown is the special 'Shakespeare Characters' mug, produced for the quatercentenary.

A room setting for a student, with furniture from Design Furnishing Contracts Ltd., was on show from October 12 to 21, and the Three Kitchens exhibition which opened earlier continues until October 31. The display of Print for Exporters – arranged in the Centre to coincide with the publication of the 'Print for Exporters' supplement to *Design* magazine – also continues until the end of the month.

A conference for designers and executives from industries concerned with furnishing fabrics, wallpapers, pottery and ceramic tiles, pvc coated fabrics and sheetings, laminated plastics, linoleum and other floor coverings has been organized by the CoID from November 9-13 at De La Rue House, Regent Street, London, W.1. The conference will provide a meeting point for delegates with a mutual interest in pattern and interior design, and an opportunity for them to study in detail some of the latest trends and achievements in modern design.

95 UK firms at Stockholm Technical Fair

THE STOCKHOLM TECHNICAL FAIR – formerly known as the St. Erik's Fair when the Technical Division was combined with the Consumer Goods Division – took place from October 2-8 on the same site as in previous years. As in the case of the Consumer Goods Fair which took place a fortnight earlier, the Fair was organized by the original St. Erik's Fair Board in conjunction with the Federation of Swedish Wholesale Merchants and Importers. Demand for space by both Swedish and foreign exhibitors was as great as ever. The largest participation was from West Germany – 213, United States – 145, United Kingdom – 95, Switzerland – 42, Italy – 38, France – 30 and Denmark – 26.

Most Western and Soviet bloc countries participated officially either in the form of government stands or of stands set up by officially sponsored or financially assisted organizations. A wide range of engineering and electronic products were exhibited, including machine tools, electronic control and data handling equipment, building materials, machinery transport, material handling, etc.

A 'joint venture' stand was organized by the Board of Trade in conjunction with the Mechanical Handling Engineering Association, four of whose members occupied an area of 1,750 sq. ft. The stand had a distinctly individual character and aroused much favourable comment. A joint exhibition by 44 United States firms of components instruments and equipment was well mounted in the form of a maze, occupying about 14,000 sq. ft. Some of the 213 West German firms exhibited in a separate pavilion. The centre-piece was a replica of Gutenberg's first printing press constructed in 1445. Other modern colour printing presses were effectively displayed and operated alongside.

The Italian exhibition, occupying an area of 5,000 sq. ft., was organized by the Italian Institute for Trade and included machine tools, television equipment, physical and chemical

Details of the amendments and additions to the classified lists of Trade Fairs and Exhibitions are to be found on page 903.

Members of a party of Italian and British officials and businessmen who flew from Milan to Copenhagen to see the British Week there. Their purpose was to gain experience for the British Week to be held in Milan in October, 1965. From left to right are: Mr. E. Glendinning, member of the Italian Committee of the British Export Council for Europe; Dott. Gian Franco Crespi, Assessore Comunale di Milano; Dott. G. Orlando, Unione Commercianti di Milano; Mr. P. S. Stephens, British Consul-General in Milan, and Mr. J. Ruffell, chairman of the British Chamber of Commerce for Italy.

research instruments and equipment for the pharmaceutical and petroleum industries. Swiss firms exhibited through Swedish agents hydraulic pumps, control and electrical equipment. The principal exhibit of the official USSR stand was a therapeutic gamma instrument; transistor analyzers, radio activity meters, thickness measuring instruments, portable fire and smoke detection equipment, etc., were also exhibited. Six Spanish manufacturers exhibited 32 different types of machine tools. Nine East German exhibitors, in particular the WMW organization, occupying 2,000 sq. ft. showed among other things a large co-ordinated drilling machine for very small tolerances.

The above exhibits were all housed in the main large hall. Outside a number of interesting exhibits were on view, including a mobile generating unit and mobile exhibitions of small lathes and cabinets for electronic equipment, organized by United Kingdom firms. Attendance at the fair exceeded 66,000 and was 8 per cent up on last year. All the British exhibitors considered that their participation had been well worthwhile and claimed that they had received many interesting inquiries, including some from behind the Iron Curtain. Many firm orders were also booked.

The original organizer of the St. Erik's Fair in 1943 will no longer be responsible for staging these fairs, but the Stockholm Municipality and the Federation of Swedish Wholesale Merchants and Importers are combining to organize the fair for the next five years.

Orders worth nearly £40,000 were netted by Rank Taylor Hobson, a division of the Rank Organization, at the recent Brno International Trade Fair, Czechoslovakia. Seen discussing the success (left to right): the British Ambassador to Czechoslovakia, Sir Cecil Parrott; Mr. Harold Leeming, joint managing director (marketing), Rank Taylor Hobson; and Sir Leslie Pott, who was responsible for the British Pavilion at the exhibition.

British surgical equipment display for Gothenburg

A DISPLAY of British surgical equipment, instruments and hospital furniture was on show at the Medical Care and Health Exhibition at Gothenburg from October 10. The display – which closed on October 18 – covered over 1,200 square feet and was organized by the Board of Trade in collaboration with the Surgical Instrument Equipment and Appliance Export Group.

Eight British firms took part and for six of them it was the first venture at an overseas trade fair. Their exhibits included hydraulically-operated obstetric tables, oxygen tents, surgical hosiery and a comprehensive selection of surgical instruments.

The Board of Trade has previously collaborated with the Surgical Instrument Equipment and Appliance Export Group in organizing displays at the Surgical Trade Exhibition, Dublin, and at the International Exhibition of Medical Equipment and Hospital Furniture, Brussels, both in 1961. The Medical Care and Health Exhibition at Gothenburg was the first of its kind to be held there, and occupied seven halls in an area of some 150,000 square feet.

British fashions at Paris and Dusseldorf

THE BRITISH Fashion Export Group is organising fashion displays at two forthcoming European exhibitions. The first will form part of the International Sales and Fashion Week (IGEDO), being held at Dusseldorf, from October 25 to 29, and the second will be at the eighth International Exhibition of Women's Ready-to-Wear Clothing (Salon International du Prêt à Porter Feminin) in Paris, from November 7 to 12. Both displays are being arranged under the Board of Trade's 'joint venture' scheme.

Seven member-firms of the Export Group will take part on individual stands covering a total area of over 370 sq. metres in the Düsseldorf event, the fourth and final fashion week to be held there this year. This will be the first time that the British Fashion Export Group have exhibited in West Germany and their exhibits will include women's dresses and suits of man-made and natural fibre materials, as well as a wide range of coats, skirts, blouses and knitwear.

At the Paris event 16 member-firms of the Export Group will have individual stands occupying nearly 650 sq. metres. They will exhibit a wide selection of women's ready-to-wear fashion, including coats, suits, bridalwear and maternity garments, as well as children's clothing. This will be the British Fashion Export Group's fourth collaboration with the Board of Trade at this exhibition, which is held twice a year in the spring and autumn and which attracts some 5,000 buyers.

At both the Düsseldorf and Paris events, the Export Group will staff a trade information enquiry stand, and some member-firms will organise for the benefit of buyers a series of mannequin parades on their stands each day.

British scientific instruments on show in Spain

TWENTY-EIGHT member-firms of the Scientific Instrument Manufacturers' Association of Great Britain Ltd. (SIMA) are taking part in a display to be held in Madrid from October 19 to 25 which is being organized by the Association in collaboration with the Board of Trade. This official British display, covering an area of some 9,000 sq. ft., will form part of an exhibition to be held in support of a conference entitled 'The Place of Science in Industry', which will mark the 25th anniversary of the founding of the Consejo Superior de Investigaciones Científicas, a body responsible for the co-ordination of scientific research in Spain. Representatives of ten of S.I.M.A.'s exhibitors will read papers at the Conference.

Exhibits in the British display will include measuring, control, recording and test devices, television equipment for industrial applications, analytical equipment, and medical, electronic and metallurgical laboratory instruments. They will have applications in a wide range of industries, including civil and electrical engineering, telecommunications, mining and agriculture as well as in research and education. A trade enquiry point will be staffed by the Association.

As a follow-up to this venture, S.I.M.A. are organising an independent exhibition at Barcelona's Higher Technical College for Industrial Engineering from November 2 to 4, when 22 member-firms will take part. This exhibition will largely consist of exhibits transferred from the Madrid event.

The Association's activities in Spain began with a visit there last year by their former director, Capt. R. A. Villiers, to look into possible export opportunities for British scientific instruments.

British Pavilion, Budapest Industrial Fair, 1965

THE BUDAPEST Industrial Fair will be held from May 21 to 31, 1965 and provided there is sufficient support from industry the Board of Trade propose to organize a British Pavilion on the lines of the one organized at this year's Fair. The charge for space, including shell stand will be 25s. per square foot. Further particulars may be obtained from Board of Trade, Export Promotion and Fairs Branch, Room 215, Queen Anne's Mansions, London, S.W.1. (Abbey 7877, Ext. 2786).

TRADE FAIRS GUIDE

A new edition – the fifth – of the booklet 'Trade Fairs Help Exports – Hints for the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purposes of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade Regional Office or from Export Promotion and Fairs Branch, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. Tel. Abbey 7877, Ext. 2765. (Ref. G.D. 1232/63).

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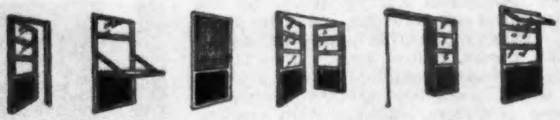

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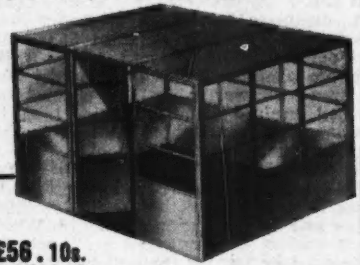

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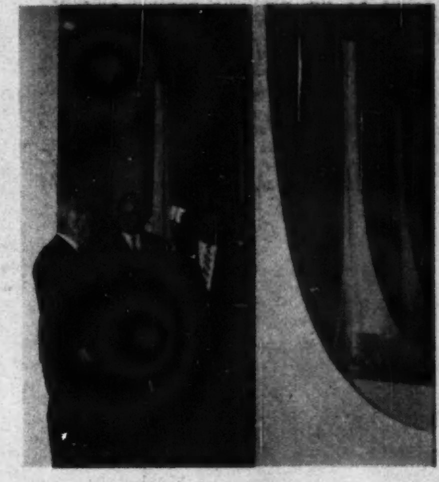
'Britain in Europe' theme at Strasbourg Fair

THE 32ND STRASBOURG International Fair, also referred to as the 'Foire Européenne', was held from September 3 to 14, 1964. For the first time Great Britain was represented, with a prestige stand designed and provided by the Central Office of Information for the Foreign Office. This stand, the theme of which was 'Britain in Europe and Images of Britain', showed, among others, models of the projected Concord airliner, Blue Streak rocket, the record-breaking Bluebird car and boat, the Hovercraft, the Jodrell Bank radio telescope, and an actual Rolls-Royce RB-162 Lift-Jet engine, in addition to displays of consumer goods which were selected to show the modernity and quality of British design.

Other countries with national stands were Sweden (also for the first time), Belgium, Holland and Italy. Each of these countries was allotted a 'national day' and on September 9, that of the United Kingdom, HM Government was represented by Lord Drumalbyn, then Minister of State, Board of Trade. At a short ceremony on his arrival at the Fair, Lord Drumalbyn, replying in French to a welcoming speech by the President of the Fair Committee, spoke of Britain's sincere desire to identify her interests with those of Europe.

Of the 678,800 people who visited the Fair (an increase of 2·5 per cent on the previous year), 159,000 are estimated to have passed through the British stand. Thirty-five countries were represented, principal among which were the German Federal Republic, Belgium, the United Kingdom, the United States of America, Italy, Switzerland and the Netherlands. The exhibitors of the British products were virtually all French firms in Paris. Apart from the official exhibit, there were no British stands as such.



M. Louis Joxe, French Minister of Administrative Reform, with Mr. John Selwyn, Consul-General, Mr. Allen Edwards, Central Office of Information, and Mr. Alfred Spencer, Commercial Officer, examine a model of the British Embassy at Madrid at the British stand at the Strasbourg Fair, 1964.

£10m worth of equipment at Business Efficiency show

'BUSINESS equipment is big business and means business. The industry employs over 100,000 people. Our exports run at over £1 million a week and continue to show a steady rise over last year's figures, in themselves a record at £50·9 million. The figures announced today for the first eight months of 1964 – at £34·8 million – show an increase of 4·3 per cent.'

This statement was made by Mr. Arthur G. Coaten, president of the Business Equipment Trade Association at the luncheon on the opening day – October 5 – of the Business Efficiency exhibition at Olympia, London. The exhibition closed on October 14. Some £10 million worth of equipment was on show including a wide range of office machinery designed to increase business efficiency. More than 150 member firms of BETA displayed their products over an area of some 135,000 square feet of stand space, and they included electronic computers, office printing and composing machines, calculators, accounting machines, dictating equipment, data transmission, closed circuit television, radio telephones, wage paying machinery, charting and planning boards and many other types of machinery to be seen in business houses.

Last year visitors from some 80 overseas countries visited the exhibition, and this year it was expected that this number would be increased. To cope with the foreign visitors five receptionists manned an information desk, speaking between them, French, German, Italian, Spanish, Russian, Swedish, Greek, Norwegian and Hungarian.

Within a few minutes of the opening of the exhibition by Lord Thomson of Fleet, Philips Electrical Ltd. announced two orders for dictation machines worth a total of over £95,000. Total value of orders for Philips dictation machines and intercommunication systems received during the exhibition, was £300,000, a record for the firm at the exhibition.

Large orders valued at £750,000 – seven times the total for last year's exhibition – were booked by Burroughs Machines Ltd. Several other firms also reported large numbers of firm inquiries. There was a substantial increase in the orders taken at this year's show compared with last year.

The Thomas Super Gathermatic collating machine with stitching and folding attachment, introduced by the Thomas Collator Division of Gordon and Gotch Ltd., at the Business Efficiency Exhibition. It is said to be the first British single automated production line for sorting printed and duplicated pages, stitching and folding them into booklets, brochures, etc.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date last published	Date next published
Outside Europe . .	*Oct. 2*	*Jan. 1*
Europe . . .	*Sept. 4*	*Dec. 4*
United Kingdom . .	*Aug. 7*	*Nov. 6*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 2791, *Germany and Scandinavia:* 2783, *France Italy, Benelux, Switzerland, Austria, Finland, Spain, Portugal, Irish Republic, Greece, Turkey, Middle East and West Africa:* 2792. *United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of cost and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.*

* *indicates event which is held annually at approximately the time stated.*

† *indicates event which is held alternate years at approximately the time stated.*

Amendments and Additions to Classified Lists.

The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on October 2, September 4 and August 7 respectively.

OUTSIDE EUROPE

Addition:

CHICAGO: MUSIC SHOW – June 27-July 1, 1965. At Central Hilton Hotel.
* Apply, National Association of Music Merchants Inc., 222 West Adams Street, Chicago, Illinois.

EUROPE

Amendment

In the *Board of Trade Journal* of October 16, the venue of the International Winter Sports Exhibition was shown as Paris. This should read Grenoble.

Additions:

PARIS: INTERNATIONAL FESTIVAL OF SOUND – March 11-16, 1965.
* Apply, Commissaire Général, 16 rue de Presles, Paris, 15e. (Telephone No. BRE: 24.70).

PARIS: INTERNATIONAL TRADE FAIR – May 19-31, 1965.
* Apply, French Chamber of Commerce, 74 Brook Street, London, W.1. (Telephone KNI 9628).

OYONNAX: INTERNATIONAL PLASTICS EXHIBITION * May 26-June 1, 1965.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Telephone Hunter 1951).

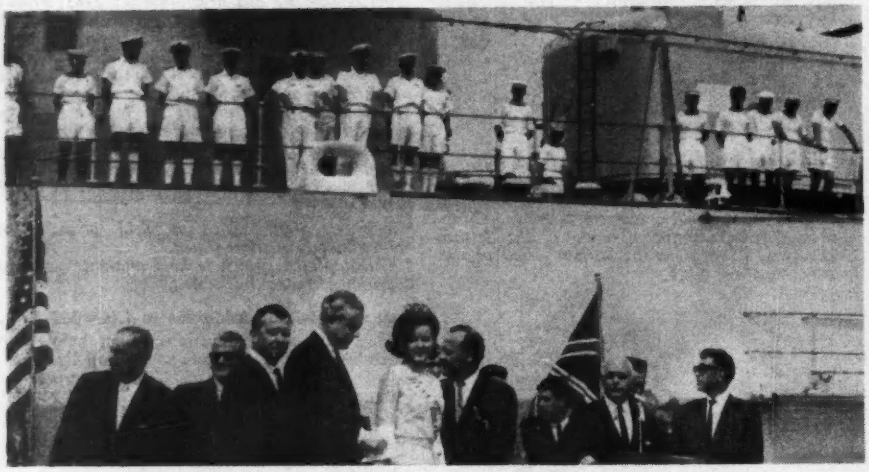
UNITED KINGDOM

Addition:

LONDON: LEATHER GOODS, LUGGAGE AND HANDBAG FAIR – February 8-12, 1965. At Mount Royal Hotel, W.1.
* Apply, The Leather Goods, Luggage and Handbag Fair, Leather Trades House, 9 St. Thomas Street, London, S.E.1. (Tel. Hop 1582).

'Britain in Texas'

The largest trade promotion ever staged by Britain in Texas closed last weekend. Centred round a million dollar promotion of British goods by the Sakowitz Bros. department store, it fast developed into a Houston-wide event. These pictures show some outstanding features of the occasion. Top right: *the Lord Mayor of Manchester with Mayor Louie Welch of Houston. The Lady Mayoress (shading eyes) is with other members of the civic party.* Lower left: *Lord Bessborough, then Joint Parliamentary Under-Secretary of State for Education and Science at the welcoming ceremony with HMS London in the background. Lord Bessborough is immediately on the left of Miss Texas Universe, and facing County Judge Bill Elliott. Standing in front of the Union Jack is Mr. Howard Tellepsen, chairman of the Port Commission, with Mr. Peter Hope, British Consul-General in Houston.* Lower right: *Lord and Lady Harlech leaving the SRN5 Westland Hovercraft after a trip from the Houston Yacht Club where it was being demonstrated during the festival. Lord Harlech is HM Ambassador in Washington.*



Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it, the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below.

Northern Region
Wellbar House, Gallowgate,
Newcastle-upon-Tyne, 1. (Tel. Newcastle 27575.
Code: ONE 2. 27575. Telex No. 53178.)
Sub-Office for Cumberland and Westmorland:
West Riding House, 4 Oxford Street, Workington,
Cumberland. (Tel. Workington 3788).
R. Wood

Yorkshire and Lincolnshire Region
Pearl Chambers, East Parade, Leeds, 1. (Tel.
Leeds 31761. Code: OLE 2. 31761. Telex No.
55265.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London,
S.W.1. (Tel. Tate 4355. Telex No. 25991.)
D. A. Wilson, C.B.E.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London,
S.W.1. (Tel. Tate 4355. Telex No. 25991.)
J. W. Stoodley.

South Western Region
Prudential Buildings, Wine Street, Bristol, 1.
(Tel. Bristol 294821.
Code: OBR 2. 294821. Telex No. 44214.)
M. Weber.

Wales
Government Buildings, Gabalfa, Cardiff. (Tel.
Cardiff 62151. Code: OCA 2. 62151. Telex No.
49267.)
R. W. Daniel, C.B.E.

Midland Region
Somerset House, 37 Temple Street, Birmingham, 2.
(Tel. Birmingham Midland 8221.
Code: 021. MID 8221. Telex No. 33702.)
P. J. L. Homan.

North Western Region
76 Newton Street, Manchester 1 (Tel. Manchester
Central 2171. Code: 061. CEN 2171. Telex No.
66104.)
R. J. Forbes, C.B.E.

Scotland
314 St. Vincent Street, Glasgow, C2. (Tel.
Glasgow City 2855. Code: 041. City 2855.
Telex No. 77583.) District Office: 29a High Street,
Inverness (Tel. Inverness 30867. Code OIN 3.
31998.)
C. J. A. Whitehouse, O.B.E.

Northern Ireland
Ministry of Commerce (Northern Ireland),
Chichester House, Chichester Street, Belfast.
(Tel. Belfast 28271. Code: OBE 2. 28271. Telex
No. 74578.)
H. E. Jones, C.B.E.

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Overseas Trade and Exports

EMPHASIS ON EXPORTS

How we started from scratch

BY G. D. MACKAY, Managing Director, Mackays Ties Ltd.

Articles in this series will give some account of representative United Kingdom firms who have built up a successful business in export markets.

STARTING FROM scratch with no previous knowledge of exports whatever, we decided to make a concentrated effort to enter the export field two years ago. Having adequate technical knowledge and an abundance of energy, we were however frustrated by lack of market information with regard to style and presentation. We already knew that many Government Departments were in existence solely for the purpose of helping the immature exporter. We, therefore, decided that we could use their knowledge (and considerable finance) to the best possible ends. Consequently we contacted the Board of Trade Office for Scotland who put us in touch with suitable agents abroad, and also furnished us with status reports.

We had, of course, advertised in a number of trade directories, which brought in quite a number of inquiries from various parts of the world. After trying a number of these, we found that we had sampled to a number of countries without apparent result, and at considerable cost of ourselves. Therefore, to protect ourselves, we started with Export Credits Guarantee Department, and covered ourselves for these payments. This was a great relief to us, as we could not afford to take the chance of laying out even small sums of money in numerous countries throughout the world.

Contacting the large buying groups

At this stage what we really required were a number of large buying groups who could place orders simultaneously and who would pay very quickly. We soon learned about the London Confirming House, who bought goods on behalf of various groups of stores throughout the world, and we immediately got to work by employing a London agent to call on these group buyers. This undoubtedly was the best possible move, and in one quick sweep we covered dozens of countries which otherwise would have taken us months, and possibly years to work up to.

Independent inquiries of course were coming in from various countries through trade directories, and we were afforded great assistance by the local secretary and export bureau of the National Association of British Manufacturers, who advised us and kept us right regarding the various markets. Also we received considerable assistance from the *Export Service Bulletin*, and on numerous occasions we followed up information submitted in the monthly export reports, which led to additional connections.

As our exports gained momentum, we found that we were forced to increase our showing capacity in London, and consequently we decided to open an office and showroom in London, West End, where it would best serve the London Buying Houses. Of course, the rental was frightening to our parochial minds, and consequently, we formed a consortium with one or two other companies, and decided to open a joint showroom, pooling our expenses, in an effort to put our goods before the London Houses. This undoubtedly, was our best move so far, as we have since found that being able to show our goods in proper display form, has increased the interest a hundredfold, and we are now able to invite buyers to our showroom where they can study the goods in comparative comfort, instead of having an agent trailing cases round the West End and having to continually interrupt his sales build-up, to 'run down and put more money in the meter'.

We are now arranging special displays in our London showrooms to coincide with the visits of foreign buyers. In this connection, we propose to have top management available in London, when these buyers are in town, so that we can discuss the technicalities and find out exactly what they want, and what we can do to give them the best possible service.

We have found in general, that if we can bend ourselves to give them the goods they wish to buy and not the goods we wish to sell them, we are well on our way to building up the important goodwill which is so necessary in to-day's trading.

Opportunities in the Common Market

The Common Market seemed to offer to us an excellent market for expanding trade. Despite the Government setbacks in this connection, we decided to make personal contact and find out exactly what goods were required. Obviously, we could not start with all the Continental countries at once, and we selected France as our first objective, due to its large population, and rapid improvement in standard of living. Consequently, the writer made a personal trip to Paris with the full help and co-operation of the Board of Trade and British Embassy. By sending on a few samples ahead, the British Embassy in France had made the necessary contacts and the Government information office had advised Paris newspapers of the impending arrival of the writer. All this was of considerable help in the final outcome and undoubtedly added prestige to the visit.

Since our entry into the export market business has taken on a new zest. Countries which hitherto had seemed so remote have become our next door neighbours. There is a new purpose in the air, an air of achievement, a challenge which we are ready to meet in any part of the world.

TRADE AND FINANCIAL ARRANGEMENTS

Tunisia and Norway

THE TUNISIAN *Journal Officiel* of September 29, 1964, announced the renewal of the trade agreement between Tunisia and Norway, originally signed June 9, 1960, for a period of one year from April 1, 1964.

Bilateral quotas under this agreement are unchanged.

The French text of this announcement may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-v of the Board of Trade Journal *of July 31. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page 904 of this issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Laporte export trips

Mr. A. E. C. (Bob) Hatton, export sales manager of Laporte Chemicals Limited, will be spending most of November in South Africa. He leaves London on November 2 and returns on November 27. His contacts will be mainly with the plastics industry, where Laporte organic peroxides have an important role, and the textile industry, which is the main user of hydrogen peroxide.

Mr. Mark Du Cane from the Laporte Chemicals Export Department will be in West Africa in October. He arrived in Ghana on October 6 and travelled on to Nigeria on October 10. He plans to remain there until October 29.

In these two countries the textile industry is at an important stage of development and Laporte is offering advice with hydrogen peroxide bleaching techniques.

Australian and Far East export tour

Mr. G. H. R. Denford, managing director of Denford Machine Tools Ltd., Brighouse, Yorks., and Mr. J. Dougary, managing director of Futurmill Conversion Ltd., Leeds, are visiting Australia, Japan, Pakistan, India and Hong Kong from October 15 to late November. The main object of the tour will be to attend an exhibition in Australia of one of the Futurmill conversion units, which enables an ordinary planer to be adapted as a miller. Mr. Denford will also seek agents and distributors for lathes, grinding machines and ancillary equipment, brazers and forges, used mainly for educational purposes. The two companies operate independently of each other, though both are linked.

Steel and textiles selling tour

Mr. A. Isaac, export manager of Bidgood Larsson Ltd., Leeds, left the United Kingdom on October 10 to begin a business trip to Iran, Thailand, Hong Kong and Japan. Bidgood Larsson Ltd., are merchants concentrating mainly on the export of piece-goods and constructional steel goods. Mr. Isaac will visit agents in Tehran and will look for contacts in Bangkok for woollen/worsted piece-goods and constructional steel goods.

British Week in Denmark aids market penetration

Mr. David Duffield, commercial manager of Moulton Bicycles Ltd., Bradford-on-Avon, recently returned from the British Week in Copenhagen, which he visited on the express instructions of Mr. Alex Moulton, the company's designer and managing director. With their bicycle shortly to be available in Denmark the opportunity has been ideal, and on his report back, Mr. Moulton commented, 'The publicity we have received, will undoubtedly aid market penetration. Denmark is a great cycling nation and our bicycle has aroused terrific interest. The display in the Council of Industrial Design's showroom in Copenhagen has given thousands of people the opportunity to closely examine the Moulton. Many more thousands will have read about our bicycle in the newspapers or seen it on television. We also made machines available for people to ride on.

'The British Week organized by the Board of Trade and the Export Council for Europe has focused attention on the Moulton bicycle in a way which would be difficult to do on our own. We are sure we will benefit from the operation and the company looks forward to taking even a bigger part in Amsterdam next year.'

Following on from its UK achievement of winning a 1964 Design Centre Award, the Moulton bicycle has now received international acclaim by being awarded a gold medal at the 1964 Milan Triennale, which ran from June 12 to September 27.

Wire rope sales trip

Mr. George A. Black, export director of the Martin-Black Group, the Coatbridge wire rope manufacturers, returned to Scotland on October 7 after a successful 16,000 miles sales tour of Canada and the United States.

Export Orders

Firms are invited to send in brief details of recent export orders of contracts for mention on this page.

Russia orders margarine machinery

Six Russian food factories are being equipped with margarine processing lines manufactured in Britain.

A. Johnson and Co. (London) Ltd., of Wokingham, Berks are now carrying out deliveries under a £300,000 contract for Votator equipment placed by Technopromimport, one of the central purchasing agencies which handles the importation of food machinery, etc., and which is a Division of the Soviet Ministry for Foreign Trade. The order was won against strong competition from European/Continental manufacturers and follows an order for a processing plant which Johnson's supplied to Russia two years ago.

The first Votator margarine line of the new contract was shipped already at the beginning of August whereas the second line is being shipped this month. The first line will be installed at Tachkent whereas the remaining five complete equipments will go into margarine factories at Leningrad, Gorkij, Saradov, Tomsk and Saporosje. The contract is scheduled for completion by May 1, 1965.

Each line is capable of processing 2½ tons of table margarine per hour and consists of two emulsion tanks with automatic valving systems, a balance tank, a Votator heat exchanger, two case-erecting and packing machines, one spot-glueing, sealing and taping machine, and a palletizing machine.

The total weight of the six lines is 160 tons but, claim the manufacturers, the system needs only half the floor space required by batch methods and one-third of the labour.

The firm manufactures a wide range of food processing systems and has supplied ten similar lines to Poland. Mr. J. M. Davies, Johnson's sales manager for food processing plant, told the *Board of Trade Journal* that his company is hoping to win orders from France for gelatine processing lines and from Israel, Spain and Greece for equipment for chilling and slush-freezing fruit juices. Sales campaigns are also currently being carried out in Portugal, Italy, South Africa and Australia.

(*An article on trading with the USSR appears on page* 883).

Overhead line for West Pakistan

British Insulated Callender's Construction Company Limited has received an order valued at £120,000 from the Water and Power Development Authority of West Pakistan for the supply and installation of a 132 kV overhead line between Hyderabad and Kotri. Included in the contract is a 3,200 ft. span where the line crosses the River Indus on two 368 ft. towers.

The line is required in conjunction with an extension to the Lower Sind thermal power station and will be erected on steel towers fabricated and hot dip galvanized by Painter Bros. of Hereford, another member of the BICC Group.

Pilot iron powder plant for Canada

Nordac Limited, a member of the Woodall-Duckham Group of Companies, is collaborating with Peace River Mining and Smelting Limited, Canada, and The Research Council of Alberta, in the design and construction of a large-scale pilot plant for the production of high-purity iron powder. The plant is the culmination of many years of intensive research both by Nordac Limited and in Canada on the leaching of iron ores followed by the crystallization of ferrous chloride and final reduction to pure iron. The plant will incorporate the Nordac-Aman Process, the Nordac Process of Submerged Combustion and Vacuum Crystallization. Nordac will also be responsible for the wide range of corrosion resisting equipment employed.

Bus and truck exports

AEC Ltd., London, have received orders from Australia for 44 truck chassis. Orders from South Africa include 12 Majestic 6-wheelers and 36 Regal bus/coach chassis. Total value of the orders is about £750,000.

BAC One-eleven for executives

British Aircraft Corp., London, have sold two BAC 111 executive type jets. One was for the West German company of Helmut Horten GmbH, the other for a large American industrial undertaking.

Yugoslav gas contract

Humphreys and Glasgow Ltd., London, have signed a £5,600,000 contract for the supply of a gas purification plant for Energo-Kemicni Kombinat, Valenje, Yugoslavia.

Motors for Dutch Guiana

NEMA motors made by Brook Motors Ltd., Huddersfield, have been selected for the new American aluminium plant at Suriname, Dutch Guiana. The order is worth $100,000.

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

AUSTRALIA

Control Equipment for Illa Warra County Council. November 11. E.S.B. 29574/64.*

Dredging Work for Public Works Department. January 11. E.S.B. 29295/64.*

Switchboard Panel for State Electricity Commission of Queensland. November 4. E.S.B. 29299/64.*

BURMA

Transmission Equipment for Posts and Telegraphs Directorate. November 9. E.S.B. 29169/64.*

People's Stores Corporation:
- **Batteries.** November 16. E.S.B. 29504/64.*
- **Bicycle Parts and Accessories.** November 16. E.S.B. 29505/64.*
- **Toilet Requisites.** December 8. E.S.B. 29186/64.*
- **Spike Nails.** November 9. E.S.B. 29164/64.*
- **Bolts and Nuts.** November 9. E.S.B. 29165/64.*
- **Hinges, Butt.** November 10. E.S.B. 29166/64.*
- **Nails, Wire.** November 9. E.S.B. 29167/64.*
- **Haberdashery; Fancy Goods.** November 26. E.S.B. 29184/64.*
- **Sports Equipment and Accessories.** November 30. E.S.B. 29185/64.*

Ministry of Supply and Co-operative:
- **Cotton Shirting.** November 20. E.S.B. 29808/64.*
- **Poplin.** November 26. E.S.B. 29809/64.*
- **Flannelette.** November 12. E.S.B. 29810/64.*
- **Haircord.** November 26. E.S.B. 29811/64.*
- **Cotton Cambric.** December 3. E.S.B. 29812/64.*
- **Cotton Canvas.** December 10. E.S.B. 29813/64.*
- **Cotton Sheeting.** November 12. E.S.B. 29807/64.*
- **Sateen.** November 20. E.S.B. 29803/64.*
- **Poplin.** November 26. E.S.B. 29804/64.*
- **Cotton Printed Lawn.** December 10. E.S.B. 29806/64.*
- **Cotton Mull.** December 3. E.S.B. 29805/64.*

CEYLON

Air Conditioning Plant for Ministry of Land, Irrigation and Power. November 24. E.S.B. 29237/64.*

Diesel Locomotive for Colombo Port Commission. December 30. E.S.B. 29298/64.

Lorry for Ministry of Communications. November 4. E.S.B. 29235/64.*

Paper and Boards for Ministry of Finance. (Further Information.) Tender documents now available. E.S.B. 27557/64.*

Water Supply Scheme for Ministry of Local Government and Home Affairs. December 18. E.S.B. 29238/64.

Ministry of Public Works:
- **Builders' Equipment.** Tender documents now available. E.S.B. 27570/64.*
- **Contractors' Equipment.** Tender documents now available. E.S.B. 27571/64.*
- **Steam Boilers.** November 18. E.S.B. 29582/64.
- **Tar Sprayers.** November 25. E.S.B. 29586/64.*

Ministry of Health:
- **Drugs.** Tender documents now available. E.S.B. 27572/64.*
- **Portable Suction Apparatus.** Tender documents now available. E.S.B. 27573/64.*
- **Pharmaceuticals.** (Further Information.) E.S.B. 24724/64.*
- **Water Supply Scheme.** November 24. E.S.B. 29583/64.

COLOMBIA

Constructional and Industrial Equipment for Planta Colombiana de Soda. December 21. E.S.B. 29843/64.

Water Treatment Plant for Industria Licorera de Caldas. Closing date not known. E.S.B. 28018/64.*

Empresa Puertos de Colombia:
- **Construction of Sheds and Warehouses.** November 17. E.S.B. 29227/64.
- **Workshop Construction.** November 17. E.S.B. 29226/64.

EGYPT

Egyptian Railways:
- **Steel.** November 21. E.S.B. 29817/64.
- **Hurricane Lamps and Burners.** November 21. E.S.B. 29818/64.
- **Grinding Wheels.** November 10. E.S.B. 29815/64.
- **Ropes, Wire, etc.** November 9. E.S.B. 28820/64.

FORMOSA

Central Trust of China:
- **Battery Charging Equipment.** November 6. E.S.B. 29253/64.*
- **Hoist.** November 7. E.S.B. 29256/64.*
- **Lighting Panel.** November 6. E.S.B. 29254/64.*
- **Time Switches; Typewriters.** November 4. E.S.B. 29231/64.*
- **Control Equipment.** November 6. E.S.B. 29255/64.*
- **Steel Roll Shaft.** November 10. E.S.B. 29845/64.*
- **Valves; Steam Traps.** November 10. E.S.B. 29819/64.*
- **Zirconium Oxide Flour.** November 10. E.S.B. 29228/64.*
- **Level Meter.** November 6. E.S.B. 29229/64.*

FRANCE

Office Stationery for Council of Europe. November 16. E.S.B. 29158/64.*

Cabinets and Racks for Supreme Headquarters, Allied Powers, Europe. November 12. E.S.B. 29897/64.*

GREECE

Ministry of Trade:
- **Calculating Machines.** November 4. E.S.B. 29291/64.*
- **Asphalt Mixture Plant.** November 18. E.S.B. 29294/64.*
- **Punched Card Machinery.** (Further Information.) Closing date postponed to November 6. E.S.B. 34753/63.*
- **Printing Machinery.** November 7. E.S.B. 29889/64.
- **Office Machinery.** November 5. E.S.B. 29290/64.*
- **Rock Grinders.** November 16. E.S.B. 29293/64.*

INDIA

Cable Terminal Boxes for Telegraph Stores Department. November 4. E.S.B. 29596/64.

Nylon Belting for Southern Railway, Madras. December 10. E.S.B. 29585/64.

Switches for Mysore State Electricity Board. (Corrigendum.) November 9. E.S.B. 29108/64.

Chittaranjan Locomotive Works:
- **Magnetic Crack Detector.** November 6. E.S.B. 29219/64.
- **Platform Trucks.** November 11. E.S.B. 29218/64.

Atomic Energy Establishment:
- **Drilling Machine.** November 13. E.S.B. 29802/64.
- **Power Panels.** November 9. E.S.B. 29600/64.
- **Pump.** November 12. E.S.B. 29801/64.

Indian Telephone Industries Ltd.:
- **Lamps.** November 6. E.S.B. 29898/64.
- **Non-ferrous Metal.** November 6. E.S.B. 29894/64.
- **Non-ferrous Metal.** November 6. E.S.B. 29893/64.

Beas Purchase Organization:
- **Electromagnetic Pulleys.** (Further Information.) November 23. Tender documents now available. E.S.B. 25578/64.*
- **Electromagnetic Pulleys.** (Further Information.) November 25. Tender documents now available. E.S.B. 25580/64.*
- **Steel Bars.** (Further Information.) E.S.B. 26374/64.*
- **Air Motors.** (Further Information.) E.S.B. 26375/64.*

Hindustan Shipyard Ltd.:
- **Gyro-Compass.** November 11. E.S.B. 29524/64.*
- **Hoists.** December 23. E.S.B. 29511/64.
- **Switchboards.** December 30. E.S.B. 29510/64.
- **Plano Shearing Machine.** December 16. E.S.B. 29507/64.
- **Shafting and Tubes-Ship.** December 30. E.S.B. 29508/64.
- **Stern Parts for Vessels.** (Further Information.) Tender documents now available. E.S.B. 27134/64.*

Supplies and Disposals Department:

Electric Traverser. (Further Information.) Closing date postponed to November 6. E.S.B. 25952/64.*

Grinding Machine. (Further Information.) November 17. Tender documents now available. E.S.B. 27715/64.*
- **Steel Tubes.** November 18. E.S.B. 29849/64.*
- **Testing Equipment.** November 7. E.S.B. 29851/64.*
- **Locomotive Equipment.** November 26. E.S.B. 29852/64.*
- **Ebonite Sheets.** November 6. E.S.B. 29853/64.*
- **Drilling Rig.** November 10. E.S.B. 29854/64.*
- **Pumps.** November 12. E.S.B. 29855/64.*
- **Lathes.** November 11. E.S.B. 29850/64.*
- **Winch.** November 18. E.S.B. 29844/64.
- **Printing Machine.** (Further Information.) E.S.B. 25566/64.*

IRAN

Cable and Accessories for Tehran Electricity Authority. November 24. E.S.B. 29556/64.*

IRAQ

Borehole Servicing Rigs for Ministry of Municipal and Rural Affairs. November 24. E.S.B. 29548/64.

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No. 1 of a series

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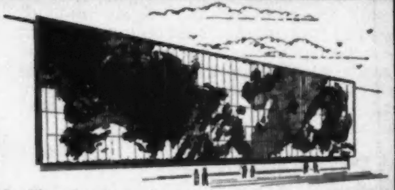

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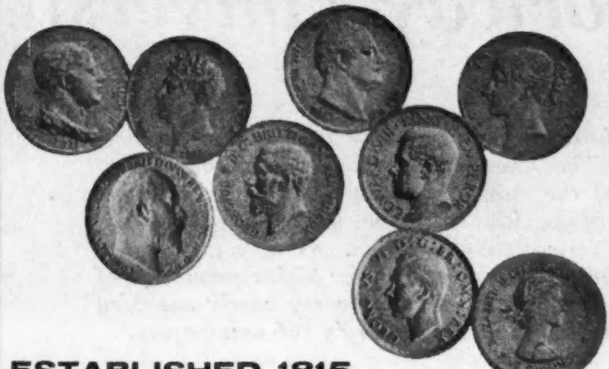

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Receiving Equipment for Ministry of Communications. November 8. E.S.B. 29549/64.

Wall Maps for Ministry of Education. (Further Information.) Tender documents now available. E.S.B. 28859/64.*

Pumping Sets for Government Oil Refineries Administration. November 21. E.S.B. 29547/64.

Ministry of Finance:
- **Knapsack Mist Sprayers and Dusters.** December 29. E.S.B. 29557/64.
- **Wireless Equipment; Battery Charging Sets.** December 13. E.S.B. 28092/64.

Iraqi Ports Administration:
- **Cables.** November 12. E.S.B. 29571/64.
- **Paints; Coal Tar; Brushes.** (Further Information.) Tender documents now available. E.S.B. 28857/64.*
- **Electrical Materials.** November 12. E.S.B. 29899/64.

Ministry of Defence:
- **Aluminium Water Bottles.** (Re-issue of Tender.) Closing date now November 1. E.S.B. 6436/64.*
- **Paint.** November 29. E.S.B. 29738/64.*
- **Spare Parts of Bicycles.** November 22. E.S.B. 29572/64.*
- **Telephone Exchange.** November 25. E.S.B. 29573/64.*
- **Pig Iron.** November 25. E.S.B. 29553/64.*
- **Buttons; Buckles.** November 22. E.S.B. 29554/64.*

ITALY

Sensitive Material for Headquarters Allied Land Forces Southern Europe, Verona. November 9. E.S.B. 29537/64.*

KENYA

East African Railways and Harbours:
- **Railway Wagons; Compressor Unit.** Closing date not known. E.S.B. 29861/64.
- **Tyres.** Closing date not known. E.S.B. 29859/64.
- **Rails and Fishplates.** Closing date not known. E.S.B. 29860/64.

KUWAIT

Pipes and Fittings for Central Tenders Committee. November 21. E.S.B. 29531/64.

Ministry of Electricity and Water:
- **Machine Tools and Equipment.** December 6. E.S.B. 29530/64.*
- **Refrigerant Gases.** November 15. E.S.B. 29589/64.*
- **A.P.I. Casing.** November 18. E.S.B. 29533/64.*
- **Underground Reservoir.** November 28. E.S.B. 29871/64.

LIBYA

Medical Tools and Equipment for National Social Insurance Institution. November 10. E.S.B. 29541/64.

MALAYSIA

Switchgear for Government Electrical Department. November 16. E.S.B. 29857/64.

MOZAMBIQUE

Automotive Equipment for Ports, Railways and Transport Dept. November 6. E.S.B. 29208/64.

PAKISTAN

Blanket for Pakistan Eastern Railway. November 9. E.S.B. 29577/64.

SOUTH AFRICA

Grain Handling Plant for E. Kagan (Pty.) Ltd. (Private Tender.) December 23. E.S.B. 29126/64.

Haberdashery for Natal Provincial Administration. November 4. E.S.B. 29821/64.*

Hand Tools for Tender Board, Cape Provincial Administration. November 10. E.S.B. 30221/64.*

State Tender Board:
- **Cable.** November 4. E.S.B. 29840/64.*
- **Switches.** November 10. E.S.B. 29880/64.*
- **Distribution Boards.** November 4. E.S.B. 29879/64.*
- **Radar Sets.** November 13. E.S.B. 29831/64.*
- **Dental Equipment.** November 6. E.S.B. 29193/64.*
- **Laboratory Glassware and Equipment.** November 9. E.S.B. 29192/64.*
- **Steel.** November 6. E.S.B. 29839/64.*
- **Cleaning Material.** November 10. E.S.B. 29833/64.*
- **Copper Tape.** November 13. E.S.B. 29835/64.*
- **Steel Wire.** November 6. E.S.B. 29836/64.*

SOUTHERN RHODESIA

Southern Rhodesia Government:
- **Air Conditioning Units.** November 26. E.S.B. 29588/64.
- **Telephone Cable Loading Coils.** November 12. E.S.B. 29589/64.
- **Injections and Sterile Solutions.** November 5. E.S.B. 29590/64.
- **Dental Equipment.** November 5. E.S.B. 29591/64.
- **Drainage Grids.** November 5. E.S.B. 29592/64.
- **Balances.** November 5. E.S.B. 29593/64.
- **Steel.** November 5. E.S.B. 29823/64.

SPAIN

Post Office Machinery for Ministerio de la Gobernacion. November 23. E.S.B. 29264/64.

Transmitter-Receivers; Mechanical Sweepers for Air Ministry. Closing date not known. E.S.B. 29379/64.

SUDAN

Sudan Railways:
- **Lathe.** November 5. E.S.B. 29176/64.*
- **Welding Set.** November 11. E.S.B. 29178/64.*

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SYRIA

Machinery and Tools for Ministry of Industry. November 3. E.S.B. 29672/64.*

Ministere des Communications:
- **Concrete Block Making Plant.** November 5. E.S.B. 29522/64.*
- **Stone-Crushing Plant.** November 5. E.S.B. 29595/64.*

TANGANYIKA

Central Tender Board:
- **Air Conditioning Units.** November 13. E.S.B. 29581/64.*
- **Maternity Pads; Cotton Wool.** November 13. E.S.B. 29580/64.*

THAILAND

State Railway of Thailand:
- **Cables.** November 6. E.S.B. 29538/64.*
- **Steel Superstructures.** December 1. E.S.B. 29260/64.*

TUNISIA

Hotel Equipment for Hotel Murhaba, Sousse. Closing date not known. E.S.B. 29263/64.

TURKEY

Chlorination Equipment for Bank of the Provinces. November 17. E.S.B. 29561/64.*

Machine Tools and Equipment for State Railways Administration. December 1. E.S.B. 29559/64.*

Tin and Tin Ingots for Turkish Machine Bank. November 9. E.S.B. 29881/64.*

UNITED STATES OF AMERICA

United Nations, New York:
- **Lumber.** November 12. E.S.B. 29545/64.*
- **Plywood.** November 12. E.S.B. 29544/64.*

URUGUAY

Rails and Accessories for Ferrocarriles del Estado. November 18. E.S.B. 29275/64.

U.T.E. (State Electricity Board):
- **H.F. and V.H.F. Equipment.** January 8, 1965. E.S.B. 29277/64.
- **Telephone Switch Board.** December 10. E.S.B. 29278/64.
- **Measuring and Testing Apparatus.** December 23 or 30. E.S.B. 29279/64.
- **Earth Moving Equipment.** November 18 or 25. E.S.B. 29280/64.
- **Truck.** December 11 or 18. E.S.B. 29281/64.
- **Cable Drum Conveyor.** December 4 or 15. E.S.B. 29282/64.
- **Copper Wire.** November 13 or 20. E.S.B. 29283/64.
- **Copper Cable.** November 20 or 27. E.S.B. 29284/64.
- **Tin.** December 2 or 9. E.S.B. 29285/64.
- **Paper Tubes.** December 11 or 22. E.S.B. 29286/64.
- **Cable Clamps.** December 16 or 29. E.S.B. 29287/64.
- **Telephone Cables.** December 22. E.S.B. 29276/64.

VIETNAM

Steam Boilers for Cong-Ty Duong Vinh-Hiu Co. November 5. E.S.B. 29259/64.*

Textile Machinery for Vietnam Textile Finishing Co. November 5. E.S.B. 29181/64/D.L.F.

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (City 5757, Ext. 427). Please quote reference numbers in all inquiries.

Afghanistan
Development projects. (E.S.B. 31876/63.)

Australia
Agency inquiry for chemicals. (E.S.B. 28135/64.)
Agency inquiry for filters. (E.S.B. 29489/64.)
Agency inquiry for building fasteners; steel bolts. (E.S.B. 27601/64.)
Inquiry for alloy steels; carbide milling cutters; furnaces; machines knives; machine tools; milling and grinding machines. (E.S.B. 27884/64.)
Inquiry for chemicals; pharmaceuticals. (E.S.B. 29440/64.)
Inquiry for cycle accessories. (E.S.B. 26016/64.)
Manufacture under licence - air conditioning equipment. (E.S.B. 29027/64.)
Civil works programme. (E.S.B. 6431/63.)

Austria
Agency inquiry for tiles. (E.S.B. 29608/64.)
Agency inquiry for electric cookers. (E.S.B. 29646/64.)
Agency inquiry for rubber gloves; toilet articles. (E.S.B. 29609/64.)
Agency inquiry for tiles. (E.S.B. 29611/64.)
Agency inquiry for dry cleaning machinery. (E.S.B. 29666/64.
Agency inquiry for electrotechnical goods. (E.S.B. 29665/64.)
Agency inquiry for prefabricated building components. (E.S.B. 21072/64.)
Inquiry for connections for camping furniture (E.S.B. 29708/64.)
Inquiry for gardening equipment; hardware; plumbing supplies; sports goods. (E.S.B. 29663/64.)
Inquiry for pumps. (E.S.B. 29664/64.)
Inquiry for woodworking machinery. (E.S.B. 29662/64.)
Inquiry for flour mill equipment. (E.S.B. 29612/64.)
Inquiry for toilet soap. (E.S.B. 29667/64.)
Inquiry for consumer goods. (E.S.B. 29617/64.)

Barbados
Agency inquiry for confectionery; scales. (E.S.B. 29469/64.)

Belgium
Agency inquiry for knitwear; wool fabrics. (E.S.B. 29695/64.)

British Honduras
Inquiry for oxygen, acetylene and allied products plant. (E.S.B. 29794/64.)

Canada
Agency inquiry for sheave blocks. (E.S.B. 29670/64.)
Agency inquiry for soap. (E.S.B. 29785/64.)
Agency inquiry for grit-spreaders. (E.S.B. 29476/64.)
Agency inquiry for P.V.C. hose. (E.S.B. 29366/64.)
Agency inquiry for confectionery. (E.S.B. 29359/64.)
Inquiry for news print mill; machinery and plant. (E.S.B. 29410/64.)
Federal Government Contracts. (E.S.B. 8641/64.)

Costa Rica
Inquiry for vehicle accessories and spare parts. (E.S.B. 29357/64.)
Inquiry for whisky. (E.S.B. 26248/64.)
Inquiry in respect of paper mill. (E.S.B. 29311/64.)
Inquiry for air conditioning and ventilation systems; building materials; hardware; ceramics; electrical systems; flooring and floor covering; lifts. (E.S.B. 24210/64.)

Ethiopia
Agency inquiry for trucks. (E.S.B. 29340/64.)
Inquiry for tools. (E.S.B. 29457/64.)

Finland
Agency inquiry for fruit pulps. (E.S.B. 29417/64.)

Formosa
Inquiry for tablet-making machinery. (E.S.B. 28743/64.)

France
Agency inquiry for biscuits. (E.S.B. 29360/64.)
Agency inquiry for wool. (E.S.B. 29451/64.)
Agency inquiry for furniture. (E.S.B. 16653/63.)
Agency inquiry for confectionery; foodstuffs. (E.S.B. 29467/64.)
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Inquiry for medical equipment. (E.S.B. 28151/64.)

Germany, Federal Republic of
Agency inquiry for china clay; transfer paper. (E.S.B. 29433/64.)
Agency inquiry for ceramics; gift articles; glassware; novelties; porcelain. (E.S.B. 29787/64.)
Agency inquiry for trousers. (E.S.B. 29427/64.)
Inquiry for shunting installation; spectacle lenses manufacturing plant. (E.S.B. 29986/64.)
Inquiry in respect of a shopping centre. (E.S.B. 29352/64.)

Iran
Agency inquiry for chemicals; office equipment; refrigeration and air-conditioning equipment; storage tanks; water cooling equipment. (E.S.B. 28252/64.)

Italy
Agency inquiry for orthopaedic appliances. (E.S.B. 29414/64.)
Agency inquiry for tool-bits. (E.S.B. 29461/64.)
Manufacture under licence - cosmetics. (E.S.B. 29711/64.)
Manufacture under licence – air-cooled exchangers. (E.S.B. 29657/64.)

INDEX INQUIRIES

Inquiries about the detailed contents of the* Journal *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Sullivan 3400, Ext. 3038) who compile the half-yearly index to the Journal.

Jordan
Inquiry for army supplies; automotive spares; civil engineering technical equipment. (E.S.B. 29322/64.)
Inquiry for machine tools. (E.S.B. 29097/64.)

Kenya
Agency inquiry for asbestos cement pipes; steel welded tubes; wire mesh. (E.S.B. 27207/64.)
Inquiry for C.I. sheets. (E.S.B. 29901/64.)
'Kampala Agreement', location of industries. (E.S.B. 8801/64.)

Korea
Inquiry for hospital equipment. (E.S.B. 18943/64.)

Malaysia
Agency inquiry for carpeting; sprinkler systems. (E.S.B. 14285/64.)
Agency inquiry for automobile spare parts. (E.S.B. 29784/64.)
Inquiry for electrical domestic appliances; kitchen equipment; radio and T.V. sets. (E.S.B. 26216/64.)
Inquiry for foodstuffs. (Further Information.) (E.S.B. 25790/64.)

New Zealand
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Norway
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Philippines Republic
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Inquiry for engines (diesel). (E.S.B. 29494/64.)
Inquiry for refuse composting plant. (E.S.B. 29435/64.)

A Scammel 'Contractor' – the first to go into service in South Africa. A similar type of vehicle will be shown on the Scammel stand at the Commercial Motor Show this year.

Sierra Leone
Agency inquiry for biscuits and confectionery. (E.S.B. 28762/64.)

South Africa
Agency inquiry for automotive spares and equipment; hardware; radio spares and equipment; tools. (E.S.B. 29772/64.)

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Sweden
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Agency inquiry for fur fabric. (E.S.B. 29717/64.)

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Agency inquiry for technical products; tin sheet. (E.S.B. 29380/64.)
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Inquiry for wall plaques. (E.S.B. 29472/64.)
Inquiry for cranes. (E.S.B. 29473/64.)
Inquiry for industrial sewing threads; ropes; twines. (E.S.B. 29407/64.)
Inquiry for nuts. (E.S.B. 28702/64.)

Various Countries
NATO Infrastructure Contract Awards. (G.D. 2408/62.)

Venezuela
Register of suppliers. (E.S.B. 29304/64.)

BROOK ELECTRIC MOTORS
THE BETTER FRACTIONAL
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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

AUSTRALIA

Tariff Board Inquiry

THE AUSTRALIAN Minister of Customs and Excise has referred to the Tariff Board for inquiry and report the question whether **collapsible sun lounges** (Tariff Item 305(A)) should be gazetted under Section 7 of the Customs Tariff (Dumping and Subsidies) Act 1961. Details of the provisions of Section 7 of the above-mentioned Act were published in the *Board of Trade Journal* of November 30, 1962 (pages 1132/1133).

This matter has been reported by telegraph by the British Senior Trade Commissoner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than November 10.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 13806/64.

Revision of customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New By-laws

The following goods will be admitted under the By-law Tariff until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
BLANKS, button, polyester	449 (A) (1)	Free
CHARTS, paper, electro-cardiograph, light sensitive		
PAPER AND PAPERBOARD, otherwise classifiable under Tariff Item 335 (A) (2) (d), 335 (A) (4) or 335 (A) (5), viz.: Writing paper having a substance not exceeding 25 grammes per square metre . . .	335 (A) (1) (e)	Free

Cancelled By-laws

The following goods are removed from the provisions of By-law entry and will now be classified under the substantive item indicated:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
CHARTS, paper, electro-cardiograph, light or heat sensitive . . . . but Tariff Item 449 (A) (1) applies to such goods provided they are in direct transit to Australia on October 1, 1964, and are entered for home consumption on arrival; or in bond in Australia on October 1, 1964, and are entered for home consumption on or before November 2, 1964.	337 (F) (3) (b)	22½% *ad val.*
HAND TOOLS: Keys, watchmakers', being in the nature of a wrench for fitting and screwing the cases on waterproof watches	219 (B)	27½% *ad val.*
PAPER AND PAPERBOARD, otherwise classifiable under Tariff Item 335 (A) (2) (d), 335 (A) (4) or 335 (A) (5), viz.: Writing paper having a substance not exceeding 37 grammes per square metre . . . . but Tariff Item 335 (A) (1) (e) applies to such goods provided they are in direct transit to Australia on October 1, 1964, and are entered for home consumption on arrival; or in bond in Australia on October 1, 1964, and are entered for home consumption on or before November 2, 1964.	335 (A) (4) or (5)	Various

Decisions on tariff classifications

THE AUSTRALIAN Department of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
BUTTONS: Of synthetic materials and horn powder, when the horn powder predominates by weight .	106 (F) (3)	10% *ad val.*
FRAMES: Metal, window, being metal frames for windows imported with the glazing mounted therein .	208 (I)	27½% *ad val.*
ROLLERS: Road: Mechanical driving units incorporated in or forming part of road-rollers, including apparatus for transmitting power from the driving units to the driven units, are to be charged duty at the rate applicable to the road rollers in which they are incorporated or of which they form a part* (Ministerial Direction under Prefatory Note (12)) .	177 (A) (3)	27½% *ad val.*
STANDS: Cream separator (or pedestals), whether imported with cream separators or imported separately	160 (B) (1)	Free
TOBACCO: Unmanufactured tobacco: Entered to be locally manufactured into cigarettes or tobacco (other than cigars or snuff) NOTE: Provided the tobacco leaf comes within the ambit of Item 19 (A):	19 (A)	Various

(*Continued on next page*)

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of the Tariff, Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by Continents as far as possible. The leading notice is selected on the basis of its overall importance to traders. The fact that a country occasionally appears out of context arises from technical modifications unavoidable in the making-up of these pages.

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
All types of threshed leaf are dutiable under Tariff Item 19 (A) (1) (b) or 19 (A) (2) (b), whichever applicable. Leaf tips, consisting simply of the cut-off tips of tobacco leaf (the rib or stem being *in situ*) may be entered under Tariff Item 19 (A) (1) (a) or 19 (A) (2) (a), whichever applicable.		

New period By-laws

THE FOLLOWING GOODS will be admitted into Australia under By-law provided they are entered as set out in the first column. Where in this By-law security is imposed as a condition subject to which Tariff Item 409(B)(1) applies to goods or to goods included in that class or kind of goods, such condition may be waived in circumstances and subject to conditions approved by the Collector.

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
GOODS for use in connection with the Australian Boy Scouts Association Seventh Australian Jamboree imported by overseas participants (either as individuals or as a troop) and their officers, members of Overseas Scouting Organizations and persons designated by those organizations to act in official capacities in the administration of the Jamboree, provided that this concession may be limited to such quantities of goods as the Collector considers reasonable and provided further that the Collector may require security for payment of duty on any such goods that are not used for the purpose for which imported and are not re-exported within six months of the conclusion of the Jamboree . . . . . This By-law shall take effect from October 1, 1964, and cease to have effect after January 31, 1965.	409 (B) (1)	Free

The following goods will be admitted under By-law provided they are entered as set out in the first column:

Goods	Tariff Item	Rate of Duty
PIPE AND TUBES: Tubes, steel, rectangular, hollow section, having a circumference exceeding 12 inches, conforming to B.S.S. 15 or B.S.S. 968 for material and to B.S.S. 4, part 2, for dimension . . provided the goods are entered for home consumption on or before September 30, 1965.	449 (A) (1)	Free

Period By-laws to be continued

THE FOLLOWING GOODS will continue to be admitted into Australia under By-law provided they are entered as set out in the first column:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
METALS: Iron and steel: Steel: Angles, otherwise classifiable under Item 136 (C) (1), except angles: 1¼ in. x 1¼ in. 3½ in. x 3½ in. 1½ in. x 1½ in. 4 in. x 3 in. 2 in. x 2 in. 4 in. x 4 in. 2½ in. x 2½ in. 5 in. x 3 in. 3½ in. x 2½ in. 5 in. x 3½ in. 3½ in. x 3 in. provided the goods are entered for home consumption on or before December 31, 1964. Beams or joists, otherwise classifiable under Item 155 (A), except beams or joists 3 in. x 2⅜ in., provided the goods are entered for home consumption on or before December 31, 1964. Channels, otherwise classifiable under Item 155 (A), except channels: 1½ in. x 1¼ in. 4in. x 2 in. 2 in. x 1 in. 5 in. x 2½ in. 3 in. x 1½ in. provided the goods are entered for home consumption on or before December 31, 1964. Plates and sheets, otherwise classifiable under Item 136 (D), viz.: Exceeding 0·125 inch in thickness provided in the 'as-rolled' condition; or Exceeding 0·180 inch in thickness provided the goods are entered for home consumption on or before December 31, 1964.	449 (A) (1)	Free

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*Published in the *Board of Trade Journal* of October 2, 1964 (page 772).

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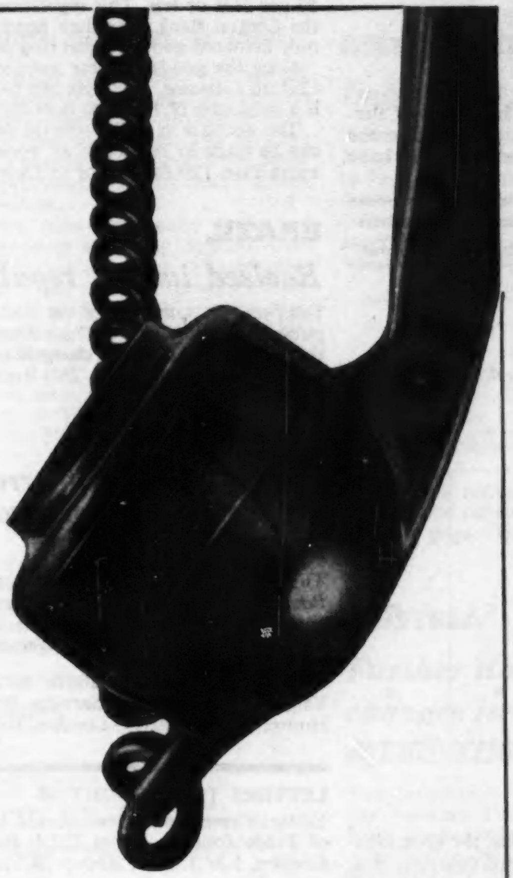

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CHILE

Amendments to import list

THE FOLLOWING amendments should be made to Chile's List of Permitted and Prohibited Imports. The list was first published in the *Board of Trade Journal* of July 6, 1962, and amendments have appeared frequently in later issues.

Section	Group	Item	Percentage of deposit	Percentage of tax surcharge
IV	20	Kenaf fibre	50	
IX	45/53	Phytohormones	50	
XIII	72	Circular acrylic blocks, in the rough, in white or colours, of no more than 20 mm. diameter for making contact lenses .	50	
	79	Pieces and parts of television sets: Deflection yoke, fly-back, tuner, high tension cable and screen tube or cinescope .	C	30
	79	Replace the items:		
		Other unspecified tubes for use in radio-communication, radio-transmission, television . . . and Other unspecified tubes for use in radio-receiving and amplifying . . . by Electronic tubes for use in radio-receiving radio amplification and television, except those which figure on the Prohibited List, and tubes 5U4GB (5U4G); 6BF6; 6GG7; 12AD6; 12AF6; 12AQ5; (HL90); 12X4 (HZ90); 6AW8A; 6AX4GT; 6BZ6; 6DT6; 6CS6 (EH90); 6BQ7A; 6CB6A; 18FW6; 18FX6; 18FY6; 36AM3; 60FX5; EL90; EF94; EX90; HBC93; HF94; HK90; EBC91; EBC90	C	50
		and Other unspecified electronic tubes for use in radio-communications, radio-transmission, television, electro-medicine and industry, costing more than US$2 CIF per unit	B	5
		Remove the tubes detailed above (5U4GB to EBC90) from the Prohibited List.		

Exchange regulations

IT HAS BEEN reported by HM Embassy in Santiago that the Executive Committee of the Central Bank has ruled that forward contracts can be made in respect of all goods which are subject to a prior deposit of 50 per cent or less. This regulation applies to imports registered with the Central Bank later than September 21, 1964. The old regulation only favoured goods subject to a prior deposit of 20 per cent or less.

Once the goods in these categories have been cleared through the Chilean Customs, contracts can be made for any maturity date which is a minimum of 120 days later than that of the relative bill of lading.

The above is in addition to the regulation whereby forward contracts can be made in respect of all goods covered by bills of lading dated more than 120 days prior to December 31, 1963.

BRAZIL

Revised import regulations

FURTHER TO THE NOTICE on revised import regulations in Brazil published in the *Board of Trade Journal* of September 4, 1964, page 535, the non-returnable levy charged on all imports is to be raised (by SUMOC. Instruction No. 280) from 20 per cent to 30 per cent.

JAMAICA

Import licensing arrangements for artificially sweetened beverage preparations

THE LIST OF exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* for April 24, 1964, page 925) is further amended by the addition of the following new item:

80. Artificially sweetened beverage preparations (whether in liquid or solid form).

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade,* 1, *Victoria Street, London, S.W.*1. (*Tel. Abbey* 7877, *Ext.* 2653-6).

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EUROPEAN ECONOMIC COMMUNITY

Trade in cattle and pigs and fresh meat

THE *Journal Officiel des Communautés Européennes* of July 26, 1964, contained the text of two directives of the Council of Ministers dated June 26, 1964, concerning health regulations governing intra-Community trade in cattle and pigs and fresh meat. The Member States are to put into force within a period of 12 months the necessary legislative and administrative provisions to bring their national procedure into line with these directives.

These directives deal solely with intra-Community trade and further regulations are to be laid down regarding imports from third countries. The directives specify that if there is an intervening period between the implementation of the directives covering intra-Community trade and the regulations dealing with imports from third countries, the treatment accorded to imports from third countries shall not be more favourable than that accorded to intra-Community trade.

The French text of these directives may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HM Stationery Office, Kingsway, London, W.C.2, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HM Stationery Office, PO Box 569, Cornwall House, London, S.W.1.

Regulation No.	Description	Price
68/64	Fixing reference prices for pears	3d.
69/64	Fixing reference prices for apples	3d.
74/64	Fixing reference prices for sweet oranges	5d.
75/64	To amend and extend the validity of certain measures relating to refunds to starch producers	5d.
81/64	To maintain the levies and sluice-gate prices fixed by the Commission in implementation of the Council's Regulations Nos. 20, 21 and 22	5d.
82/64	To amend the date of entry into force of certain measures relating to Common Agricultural Policy	5d.

SWITZERLAND

Import regulations

THE SWISS *Schweizerisches Handelsamtsblatt* of September 10, 1964, publishes Ordonnance No. 9 of September 1, 1964.

The Ordonnance provides that as from September 15, 1964, the textiles listed in Articles 2 and 2 bis of Decrees Nos. 3 and 4 of October 16, 1959, and September 11, 1962, no longer require import licences when imported from EFTA countries. They do, however, require EFTA certificates of origin.

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

BELGIUM

Transmission tax on imports of iron ores

A BELGIAN Ministerial Order dated October 9, 1964 (*Moniteur Belge* No. 198 of October 10) abrogated, **with effect from October 13, 1964,** the Ministerial Order dated July 15, 1964,[*] under which the rate of transmission tax applicable to imports of iron ores, including roasted iron pyrites, was reduced to 4 per cent (from 6 per cent).

The rate of transmission tax applicable to imports of iron ores, including roasted iron pyrites, therefore reverted to 6 per cent, as from October 13, 1964.

[*] A notice regarding this was published in the *Board of Trade Journal* of August 28, 1964, page 468.

BELGO-LUXEMBOURG ECONOMIC UNION

Import duty tariff quotas

A BELGIAN Ministerial Order of October 5, 1964 (*Moniteur Belge* No. 196 of October 8), contains an amendment to the list of goods to be admitted free of import duty during 1964 up to an annual quota specified against each item imported from **non-EEC** countries. Goods imported under a duty tariff quota may **not** be re-exported from the Belgo-Luxembourg Economic Union in the condition in which they are imported.

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Import Duty (Per cent)	
		OLD (From Jan. 1, 1964)	NEW (From Jan. 1, 1964)	OLD (From Jan. 1, 1964)	NEW (From Jan. 1, 1964)
73.02 C	Ferro-silicon . . .	12,000	13,000	Free	Free

A previous notice on the Belgo-Luxembourg Import Duty Tariff Quotas was published in the *Board of Trade Journal* of September 4, 1964, page 538)

AUSTRIA

Further liberalization of trade and changes in import duties and equalization tax

THE *Internationale Wirtschaft* of September 18, 1964, reports that the Austrian Federal Ministry of Trade and Reconstruction has made the following announcement:

'Following recommendations made by the Ministerial Council of September 15, 1964, which are based on the preliminary work done by the Joint Committee, the Federal Ministry of Trade and Reconstruction has worked out lists of those goods imports of which are to be additionally freed from restrictions as from October 1 of this year. The corresponding announcements will be made as soon as possible after the technicalities have been completed. To ensure in any case that imports of these goods can actually be effected without restriction as from October 1, 1964, authorization for supplies from the GATT countries excluding Czechoslovakia, Cuba and Japan, will be granted without any restriction by the Branch of the Federal Ministry of Trade and Reconstruction, Metternichgasse, Vienna III, until the corresponding announcement is published.

'With the exception of agricultural products and food products import licences will in future only be required for the following twelve commodities: lignite, solid caustic soda, antibiotics, matches, cinematograph

(*Continued on next page*)

SALE BY TENDER

THE COMMISSIONERS OF CUSTOMS AND EXCISE are prepared to receive tenders for the purchase of tobacco refuse of the following descriptions which may now or at any time prior to January 1, 1966, be in the Queen's Warehouses at London, Liverpool, Newcastle, Bristol and Belfast, and may be at the disposal of the Commissioners:

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Applications for Tender Forms should be made to the Secretary, Section 7, Secretaries' Office, H.M. Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

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films, jute articles, certain rugs and carpets, quarry stone or ashlar, mirrors of plate glass, electric accumulators, furniture and parts of furniture, and brooms and brushes.

'The liberalization of matches, rugs and carpets, quarry stone or ashlar, mirrors of plate glass, electric accumulators, furniture and parts of furniture and brooms and brushes has been planned for the end of 1966 and the liberalization of caustic soda for the end of 1965.

'Only in the case of lignite, antibiotics, cinematograph films and jute articles is it not yet possible, in view of these special circumstances in the sectors, to state a date for the liberalization of imports of these goods.

'In the agricultural sector, the following goods remain subject to licensing: all imported goods subject to the Law for the Regulation of Markets (including grain and flour), also wine and some varieties of vegetables; in all some forty tariff headings are affected. The Federal Ministry of Agriculture and Forestry will be drawing up the corresponding list during the next few weeks.'

It is reported by the British Embassy in Vienna that remaining global quotas wil be increased by 20 per cent on January 1, 1965.

The *Internationale Wirtschaft* of September 18, also reports that from October 1, 1964, reductions on a temporary basis have been made in import duties on certain agricultural and industrial goods. These reductions do not effect EFTA rates of duty which remain unchanged.

The following goods have been exempted from equalization tax:

Tariff	Description of Goods
08.01B	Bananas.
08.02A	Oranges
08.02B	Mandarins and Clementines.
08.02D	Grapefruit.
16.04B1a	Fish, except anchovies and preparations of the anchovy kind (of all kinds), in oil only.
18.01A and B	Cocoa beans, whole or broken, raw or roasted.
27.01	Coal briquettes, whether or not ovoids.
27.02B	Agglomerated lignite.

Any inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 458, 459, 461).

NORWAY

EFTA tariff reduction

A LIST OF GOODS to which Norway is allowed to apply the original (slower) time table for EFTA tariff reductions was published in the *Board of Trade Journal* on July 19, 1963, page 162.

The Norwegian authorities have now announced that the normal EFTA time table will be applied from October 1, 1964, to the following item when the rate of duty will be reduced to 40 per cent of the base date tariff:

Brussels Nomenclature No. 56.05 (B) – Yarn of man-made fibres (discontinuous or waste), not put up for retail sale, of artificial textile fibres.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2305).

FRANCE

Import regulations for meat and offal

THE FRENCH *Journal Officiel* of October 10 announced amendments to the above regulations, details of which were published in the *Board of Trade Journal* of July 31, page 257.

The main amendment is the postponement to February 1, 1965, of the date on which the regulations come into effect.

Import regulations for coffee

THE FRENCH *Journal Officiel* of October 9 announced that, in view of the dispositions of the international agreement on coffee, imports into France of all types of coffee (Tariff Nos. 09-01 and 21-02A) originating in or imported from countries which have signed the agreement, will be subject to the production of a certificate of origin or certificate of re-exportation as from October 17.

Liberalization of imports

THE FRENCH *Journal Officiel* of September 23 announced an amendment to the list of goods remaining subject to quantitative restrictions in France when imported from and originating in the member countries of the former Organization for European Economic Cooperation and their dependent overseas territories.

As from September 23, item 23-07B of the list published in the *Board of Trade Journal* dated August 14, pages 358/361, should read as follows:

Tariff No.	Description
Ex 23-07	Sweetened forage and other prepared foodstuffs for animals; other preparations of a kind used in animal feeding (additives, etc.): Ex B. Other, containing cereals or containing products to which regulation No. 19 is applicable.

From November 1, this item should be amended to read as follows:

Ex 23-07	Sweetened forage and other prepared foodstuffs for animals; other preparations used in animal feeding (additives, etc.): Ex B. Other, containing cereals or containing products to which regulation No. 19, modified by regulation No. 93/64, and regulation No. 16/64 are applicable.

The French text of the above notices may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

ISRAEL

Liberalization of imports

A NOTICE APPEARED in the *Board of Trade Journal* of September 18, page 665, announcing alterations to the list of goods for which Israeli import licences are issued without restrictions. The following amendments to this list have now been received:

1. The following items have been added to the list:

Tariff Ref. No.	Description	Imported Permitted w.e.f.
Ex 40-14 (i)	Rubber erasers	October 1, 1964
Ex 66-03 (a) Ex 66-03 (b)	Parts of umbrellas, excluding fabrics	September 27, 1964
Ex 69-01 (i) Ex 69-02 (i)	Certain refractory bricks	September 27, 1964
	NOTE: Details of the types of refractory bricks concerned can be obtained from Export Services Branch, Board of Trade.	
Ex 85-12 (a) (9)	Water heaters.	September 27, 1964

2. The following items have been deleted from the list and are now subject to import restriction:

Tariff Ref. No.	Description
16-01	Sausages and frankfurters.
17-04 (e) 98-06 (c)	Halva confectionery.
Ex 21-04 (i)	Mayonnaise.
Ex 21-05	Soups.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

TUNISIA

Import regulations

THE TUNISIAN *Journal Officiel* of September 25-28, 1964, announced details of the following measures to take effect as from September 28:

1. The temporary suspension of customs duties on imports on milk and pharmaceutical products.

	Tariff No.
(1) Milk and cream, fresh, not concentrated or sweetened	04.01
(2) Milk and cream, preserved, concentrated or sweetened	04.02
(3) Pharmaceutical products	30.01 to 30.05

2. The suspension of the production tax on pharmaceutical products.
3. The abolition of the deposit system on certain imported commodities. (Details of this system were originally published in the *Board of Trade Journal* of December 22, 1961.)

Inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

SIERRA LEONE

Amendment to customs tariff

THE SIERRA LEONE Customs Tariff (Amendment) (No. 7) Order, 1964, published in the *Sierra Leone Gazette* dated October 1, amends with effect from September 23, the First Schedule of the Customs Tariff (published in the *Board of Trade Journal* of September 4, 1964, page 540) by substituting for item 6 thereof the following new item:

First Schedule – Import Duties

Item No.	Goods	Unit	Preferential Tariff	General Tariff
6	Malt Beverages:			
	(a) Beer and Ale	Imp. Gal.	Le 1·66	Le 1·75
	(b) Stout and Porter	Imp. Gal.	Le 1.07½	Le 1·25

Applications for import licences, 1965

GOVERNMENT NOTICE No. 984 published in the *Sierra Leone Gazette*, October 1, invites applications from importers for goods for which specific import licences are required. In the case of goods which originate in the United Kingdom those for which specific import licences are required, were included in the Schedule of Exceptions to the Open General Licence No. 1 of 1964 (published in the *Board of Trade Journal*, February 7, 1964, page 305).

It is requested that applications should be submitted before October 31.

Full details of the provisions of this notice may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

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GHANA

Recall of import licences

NOTICE TO IMPORTERS No. 250, published in the Ghana *Commercial and Industrial Bulletin* of September 28, informs importers that the Controller of Imports and Exports requests that importers in possession of 1964 import licences issued on or before August 31, 1964 (both Convertible and Non-Convertible) which have not been utilized in whole or in part to surrender these to the Ministry not later than October 5, 1964.

The Controller reserves the right to cancel from the Register of Importers any importer or importers who fail(s) to surrender their licence.

Notice to Importers No. 251 published in Ghana on October 9, explains that Notice to Importers No. 250 above does not affect cases where:

(1) importers have already established irrevocable letters of credit within the validity period of the import licence;
(2) documentary evidence can be produced regarding the acceptance or confirmation of indents/orders placed against a licence with or without the support of letters of credit;
(3) documentary evidence can be produced in support of firm bookings made, contracts signed or negotiations concluded, showing clearly the suppliers' or manufacturers' terms of payment and delivery dates within the validity period of the import licence.

Any inquiries relating to the above notices should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

NORTHERN RHODESIA

Suspensions of duty

THE CUSTOMS and Excise (Suspension) (Amendment) (No. 8) Regulations, 1964, published as Northern Rhodesia Government Notice No. 483 of October 2 amend the First Schedule to the Customs and Excise (Suspension) (No. 2) Regulations, 1964 (published in the *Board of Trade Journal* of July 10, pages 110 to 111) by the addition of the following four sizes of tubes to item Ex 260(b)(ii).

Item	Effective Rates			
	Duty A	Duty B	Duty C	Duty D
Ex 260 (b) (ii) (L) Tubes, n.e.e., Other: Other: In sizes and marked: 700-13; 725-13; 700/725-13 and 125 × 380 (15) per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.

Twenty-two technical distributors from European countries attended a European sales conference recently, organized by EMI Electronics Ltd's. Instrument Division, at Hayes, Middlesex. Within an hour of the opening of the conference, orders had been placed for a dozen closed-circuit television cameras for Switzerland, and closed-circuit television and nuclear health equipment for France. Picture shows George Petty, deputy managing director, welcoming the delegates at the opening session of the conference.

REPUBLIC OF SOUTH AFRICA

Price control

DETAILS HAVE BEEN received of the following Government Notices, published in the South African *Government Gazette* of October 2: Government Notice R1533, which withdraws a previous Notice R1146 of July 31 (published on page 364 of the *Board of Trade Journal* of August 14) and amends the list of building materials subject to price control and the conditions under which prices of these materials may be increased. Government Notice R1534, which amends the list of fertilizers subject to price control with effect from September 25, and Government Notice R1535, which suspends price control on agricultural implements and machinery, replacement parts (spares) of agricultural implements and machinery and agricultural tractors (new and used).

Copies of the notices may be inspected on application to the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

Customs tariff change

GOVERNMENT NOTICE R1550 published in the Republic of South Africa *Government Gazette* of October 9, sets out the following amendment to the Republic's custom's tariff with effect from that date:

(Britain pays the intermediate rate of duty)

Tariff Item	Article	Minimum Duty	Intermediate Duty	Maximum Duty
		Cents.	Cents.	Cents.
76	Cotton: By the substitution for paragraph (4) of the following paragraph: (4) Sewing, embroidery, darning and crochet yarn, threads and twists, containing 50 per cent or more by weight of cotton:			
	(a) Prepared sewing yarn, in units of more than 300 yards	—	20%	—
	(b) Units other	—	5%	10%

Note: The effect of this notice is to increase the duty on certain prepared cotton sewing yarn.

Hints to businessmen visiting Senegal, Mauritania and China

REVISED editions of the booklets on Senegal and Mauritania and on The People's Republic of China have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room F56, Tillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

British Trade Correspondent—Aden

There is at present no British Trade Correspondent in Aden. Until further notice the Board of Trade cannot deal with commercial inquiries relating to Aden which entail writing overseas. Correspondence of this nature, direct from this country to Aden, should also for the time being, be discontinued.

A BARGAIN — new Ready-Made Company registrations £25 complete—all trades and professions. Also rapid company formation service under supervision of Mr. T. A. Herbert, LL.B. Send for "Advantages of Trading as a Limited Company" 3/- post free.

Business Economy

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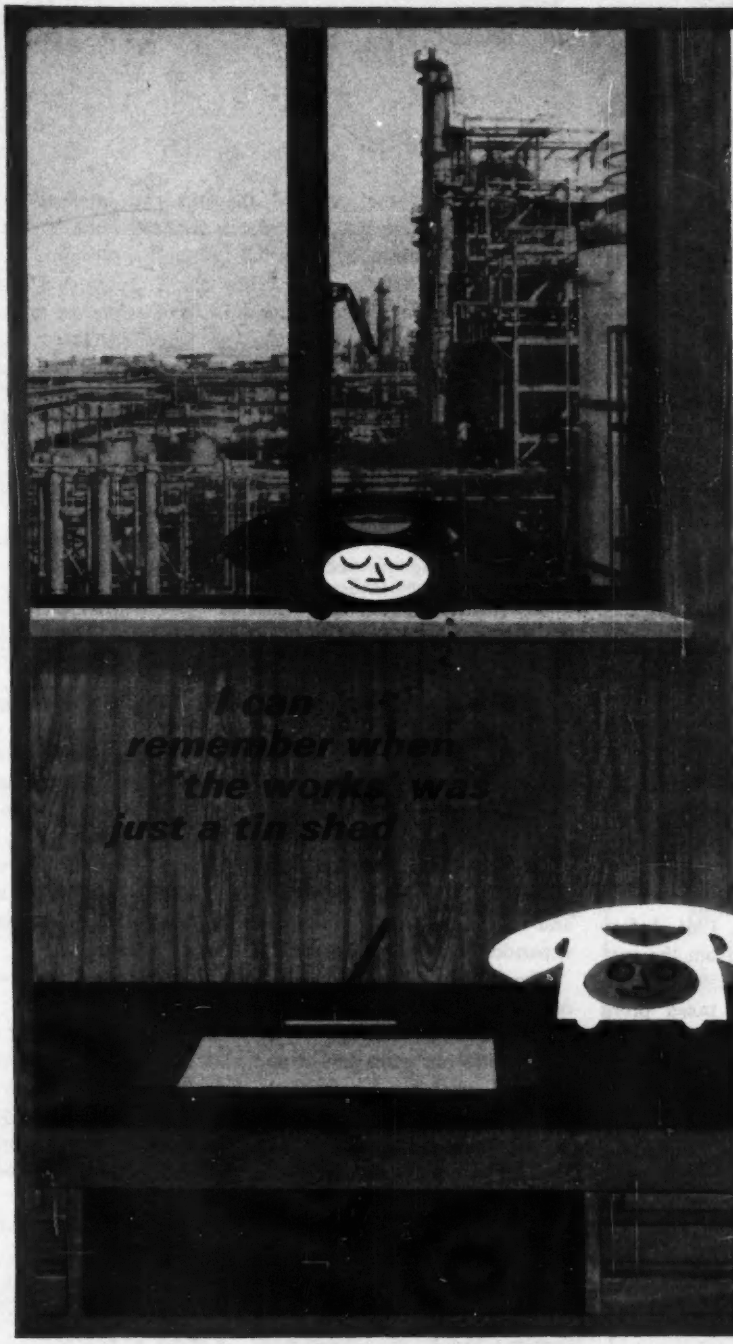

Yes, we seem to have outgrown everything since then.
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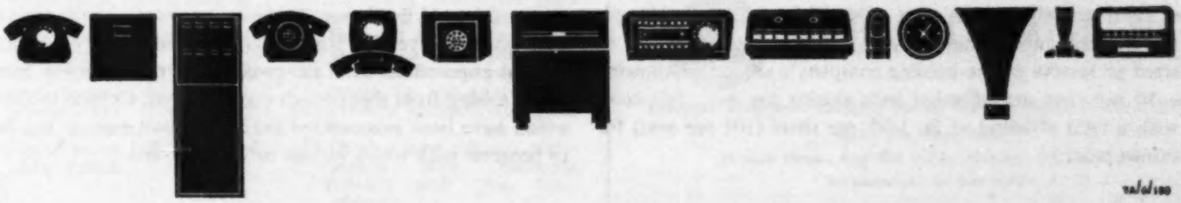

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Advertisement of Company Meeting

INCHCAPE & CO.
LIMITED

ANOTHER YEAR OF CONTINUED EXPANSION

The SIXTH ANNUAL GENERAL MEETING of Inchcape & Co. Limited, will be held on Thursday, November 19, 1964, at 40 St. Mary Axe, London, E.C.3.

THE RT. HON. THE EARL OF INCHCAPE, the Chairman, in the course of his Review, which has been circulated with the Report and Accounts for the year ended March 31, 1964, said:

The Group profit for the year ended March 31, 1964, before charging taxation and including £195,264 dividends from the subsidiaries in India, was £1,171,571. Taxation absorbed £394,494 and, after deducting minority interests of £97,794, the taxed profit attributable to Inchcape & Co. Limited was £679,283. Of this amount, the retentions by subsidiaries (other than those in India) were £365,432, leaving £313,851 for disposal by the holding company. The above dividends from subsidiaries in India were paid from taxed profits attributable to Inchcape & Co. Limited of £399,275.

In comparing the taxation charge with that for the previous year, it should be borne in mind that the tax structures of the areas in which we operate vary widely and the incidence of taxation on the Group profit depends on the geographical derivation of profits and in some cases on the amount of profit distributed as dividend.

DIVIDEND INCREASED

The Board has recommended a final dividend of 1s. 6d. per share (7½ per cent), making with the interim dividend of 9d. per share (3¾ per cent) already paid a total of 2s. 3d. per share (11¼ per cent) for the year, absorbing £233,802 and leaving £80,049 to be transferred to reserve in the holding company's accounts. Allowing for the 50 per cent capitalization issue during the year, this compares with a total dividend of 2s. 1·6d. per share (10⅔ per cent) for the previous year.

The purchase for cash of the minority interests in Smith Mackenzie & Company Limited has facilitated the integration of control of this subsidiary more fully within the Group.

A broad indication is given below of the geographical spread of the Group's assets and income, on the basis of the net assets of the Group at book values at March 31, 1964, attributable to the interests of Shareholders and Loan Stockholders and of the sources of income for the year ended that date before charging taxation and interest on the holding company's Unsecured Loan Stocks. The percentages take into account the proportion attributable to Inchcape & Co. Limited of the underlying net assets and profits of the subsidiaries operating in India.

	Net Assets	*Income*
United Kingdom (including investments in sterling companies operating in India), Australia and North America . .	36%	13%
India and Pakistan	37%	58%
Persian Gulf and East Africa . . .	27%	29%
	100%	100%

The percentage of income from the United Kingdom has been arrived at after deducting Head Office Group Management and administration expenses incurred in London which have not been allocated to territories.

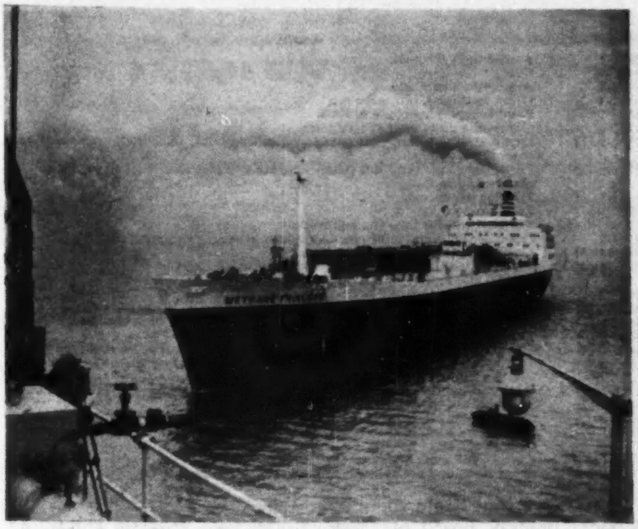
Shareholders will be aware of the wide scope of the Group's operations in the United Kingdom, Africa, Asia and Australia, and I can report another year of continued quiet but solid expansion in most of the areas in which we trade.

The Chairman continued with a detailed review of the operations of the subsidiaries and concluded as follows:

Once again I would like to put on record how deep is our debt of gratitude to our management and staff, both at home and overseas. I cannot speak too highly of the help they have given us, and of the contribution it has made to the interests and the development of the Group. Their service is the more deeply appreciated by us because so often it has been given in circumstances far from easy, and we are very grateful to them.

FUTURE VIEWED WITH CONFIDENCE

Two years ago I said that a Group such as ours, with such widely diversified interests in so many parts of the world, had to keep a constant watch on developments, political and economic, which might affect our progress. That is no less true today. There have been many major changes, many significant events, over the period now under review in countries in which our interests lie. But despite the political and other problems with which we may be faced, I am confident of the future. There are problems, as my review brings out, which are yet far from being resolved, some of them of substantial importance, but I am confident of our ability to handle any issues arising from them which may affect us. Despite the difficulties which have been encountered during the past year, it has been one of progress with which we can be well satisfied.



'Methane Princess', the vessel carrying the world's first commercial cargo of liquefied natural gas, arriving at the Gas Council's Canvey Island methane terminal on October 12. 'Methane Princess' was constructed to designs prepared by Conch International Methane Ltd., and was built at the Barrow shipyard of Vickers-Armstrongs (Shipbuilders) Ltd.

MALAYSIA (THE STATES OF MALAYA)

Pioneer Industries Ordinance, 1958 (1)

THE BOARD OF TRADE have been informed by cable that the Government of the States of Malaya has announced that the following industries and products have been declared Pioneer Industries and Pioneer products under the Pioneer Industries (relief from Income Tax) Ordinance 1958.

Industry	Products
Manufacture of tools and implements.	(i) Changkois. (ii) Shovels. (iii) Hammers. (iv) Axes. (v) Pliers. (vi) Screwdrivers.

The proposal to designate these products was announced in the *Board of Trade Journal* of August 7, 1964.

All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627), quoting reference CRE 1236/4/G.

Pioneer Industries Ordinance 1958 (2)

THE BOARD OF TRADE have been informed by cable that the Government of the States of Malaya have announced that, subject to representations made in writing to the Minister of Commerce and Industry before November 14, it is proposed to declare the following industries and products to be pioneer industries and pioneer products under the Pioneer Industries (Relief from Income Tax) Ordinance.

Industries	Products
(A) Iron and Steel Milling from scrap.	(A) Recovered iron from remelting of scrap.
(B) Non-ferrous metals casting.	(B) Recovered aluminium from remelting of scrap.
(C) Manufacture of pulp, paper and paperboard.	(C) Pulp for Joss-Paper making from rags and waste paper.
(D) Manufacture of washing and cleaning compounds.	(D) Recovered detergent from waste, for industrial use.
(E) Manufacture of glass and glass products.	(E) Primary products from glass waste.
(F) Manufacture of prepared animal feed.	(F) Grass meal from stylo, guinea grass, Leucaena Glauca and other local grasses.

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This notice means that an interested party has suggested to the Minister of Commerce and Industry that the products mentioned above should be made in the States of Malaya. Firms to which Pioneer Industries Certificates are granted will enjoy the benefit of exemption from Federal Company Tax for a period of from two to five years depending on the amount of capital invested in Malaya.

All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627).

MALAYSIA (SINGAPORE)

Import licensing regulations

THE BOARD OF TRADE have been informed by cable that from October 15, 1964, all imports of filament electric bulbs of 15 to 200 watts for domestic lighting from any country (including the Malaysian Territories) must be covered by specific import licences.

All imports will be resticted to quotas to be issued by the imports and exports control and registration department.

Quotas will be restricted to 50 per cent of an applicant's approved imports for 1963 and will be issued at intervals of three months commencing October 15, 1964.

Applications for import quotas must be covered by documentary evidence of imports for 1963. Letters of credit for the above mentioned goods should not be established unless an appropriate import licence has been first obtained to authorize the import of the goods.

Existing import licences for such goods are revoked unless the licences are covered by letters of credit established before October 15, 1964.

JAPAN

Liberalization of imports

THE JAPANESE GOVERNMENT has announced that from October 1, 1964, further additions have been made to the commodities for which import licences are freely issued. They are as follows:

Tariff No.	Articles
1604	Preparations of roes of cod (including Alaska pollack) and herring.
2209-1-(3)	Gin.
2532(1)	Natural sodium carbonate.
2830-1	Ammonium chloride.
2925-1	Urea.
3102-1	Ammonium sulphate.
3102-4	Other fertilizers, nitrogeneous.
3103	Double superphosphate of lime.
3105	Composite and complex fertilizers.
3701-2-(1)	Dry plates, cut film, film packs and other plates, sensitized, unexposed and sheet films, colour.
3701-2-(2)	Dry plates, cut film, film packs and other plates and sheet films, for photography and reprint.
3703-1	Printing paper, colour.
4809	Building boards.
5506	Cotton yarn, for lace and embroidery.
7103-2	Other precious and semi-precious stones, synthetic and processed.
8406-1-(3)	Outboard motors of less than 10 h.p.
8406-1-(4)	Water cooled diesel engines with a rating of between 30-100, and between 1,000-3,000 h.p.
8423-3	Bulldozers.
8445-1-(1)-D	Vertical lathes, not used.
8445-1-(2)-C	Radial drilling machines, other horizontal boring machines, not used.
8445-1-(5)-B	Surface grinding machines, not used.
8445-1-(5)-C	Internal and edge grinding machines, not used. Optical projecting type profile grinding machines, not used. Other internal grinding machines, not used. Other surface grinding machines, not used.
8445-1-(6)-B	Gear cutting machines, not used. Spiral bevel gear cutting machines, not used.
8445-2-(2)	Mechanical presses, hydraulic presses, not used.
8463-2	Clutches and marine reducing gear and reversing gear and parts thereof.
8501-1	Generators combined with a water cooled diesel engine of more than 30 h.p.
8701-2	Other tractors.
8706-1	Chassis, for track laying tractors.
8706-2	Other parts and accessories for track-laying tractors.

Inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 458, 459 or 461).

BRITISH TRADE MAGAZINE IN JAPAN

HM Embassy in Tokyo publish a quarterly magazine, in Japanese, entitled British Trade and Industry, *which carries articles and news items about commercial, industrial and technological developments in Britain. Copies are distributed to about* 1,300 *leading Japanese industrialists and importers.*

British Trade and Industry *is financed in part by the advertising placed in it by British exporters. It forms a useful and inexpensive medium for firms interested in the Japanese market. Rates are £12 for a half page or £20 for a full page* (10 ins. × 7 ins.), *payable in sterling in London. Copy can be translated into Japanese at no extra cost. Further details can be obtained by writing to: The Commercial Department, British Embassy,* 1 *Ichibancho, Chiyoda-ku, Tokyo, Japan.*

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	10 July 1964
Business names registered (A)	7 Feb. 1964
Cap tal expenditure:	
By industry – provisional (Q)	11 Sept. 1964
– final (Q)	9 Oct. 1964
Distributive and service trades (A)	27 Dec. 1963
Expected capital expenditure (6-M)	16 Oct. 1964
Cars and commercial vehicles (M)	2 Oct. 1964
Catering trades turnover (M)	16 Oct. 1964
Chemical industries production (6-M)	15 May 1964
Companies:	
Income and finance (Q)	17 July 1964
New companies registered (M)	This week
Property companies (A)	20 Dec. 1963
Engineering and electrical goods:	
Deliveries of certain products (Q)	25 Sept. 1964
Production, exports and orders (M)	25 Sept. 1964
Film industry:	
British film fund agency returns (M)	2 Oct. 1964
Cinema admissions and takings (M)	9 Oct. 1964
Overseas payments and earnings (A)	25 Sept. 1964
Registration of films (A)	28 Feb. 1964
Trends in film-going (A)	25 Sept. 1964
Food consumption levels (A)	2 Oct. 1964
Foreign trade:	
Commonwealth trade (A)	26 June 1964
Sterling area trade summary (Q)	7 Aug. 1964
Trends in exports of manufactures (A)	27 Sept. 1963
World trade and production (Q)	7 Aug. 1964
Foreign trade of the U.K.:	
Trade by air (6-M)	3 July 1964
Unit value and volume index nos. (M)	9 Oct. 1964
Value of overseas trade (M) (provisional)	This week
Gold and dollar reserves (M)	9 Oct. 1964
Hire purchase:	
Assets and liabilities of HP companies (Q)	4 Sept. 1964
Business (M)	9 Oct. 1964
Industrial building:	
Provisional figures (Q)	14 Aug. 1964
Industrial production:	
Census, first results (A)	27 Dec. 1963
Index nos. (M)	25 Sept. 1964
N. Ireland index (M)	25 Sept. 1964
Insurance companies:	
Assets (A)	26 June 1964
Transactions (Q)	11 Sept. 1964
Investments and earnings overseas (6-M)	7 Aug. 1964
Passenger movement to and from UK (Q)	10 July 1964
Pension funds:	
Assets (A)	10 July 1964
Transactions (Q)	4 Sept. 1964
Retail prices index (M)	25 Sept. 1964
Retail trade:	
Index nos. (M)	9 Oct. 1964
N. Ireland (M)	9 Oct. 1964
Shipping movement at UK ports (Q)	18 Sept. 1964
Stocks:	
Manufacturers and distributors (Q)	9 Oct. 1964
Retail (M)	This week
Textiles:	
Clothing and textile orders and deliveries (M)	16 Oct. 1964
Man-made fibres production (M)	2 Oct. 1964
Wholesale houses sales (M)	28 Aug. 1964
Wool and cotton output (M)	16 Oct. 1964
Tourism:	
International tourism (A)	28 Aug. 1964
UK tourist traffic (M)	16 Oct. 1964
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1964
Index nos. (M)	16 Oct. 1964

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade Addresses	28 Feb. 1964
Board of Trade Regional Organization	This week
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	25 Sept. 1964
British Commercial Representatives Overseas	31 July 1964
Directory of Board of Trade Departments and their work	14 Aug. 1964
ECGD Local Offices	25 Sept. 1964
Official Receivers' Offices	24 July 1964
United States Consular Offices in the UK	14 Aug. 1964

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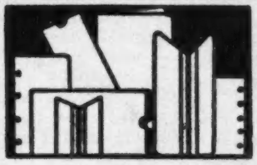
BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



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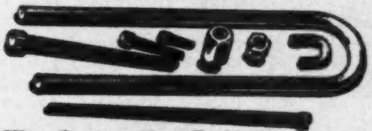

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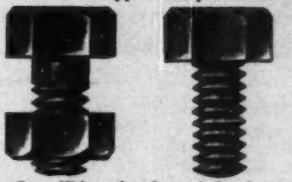

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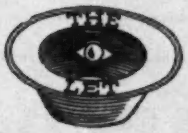

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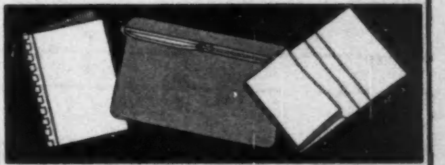

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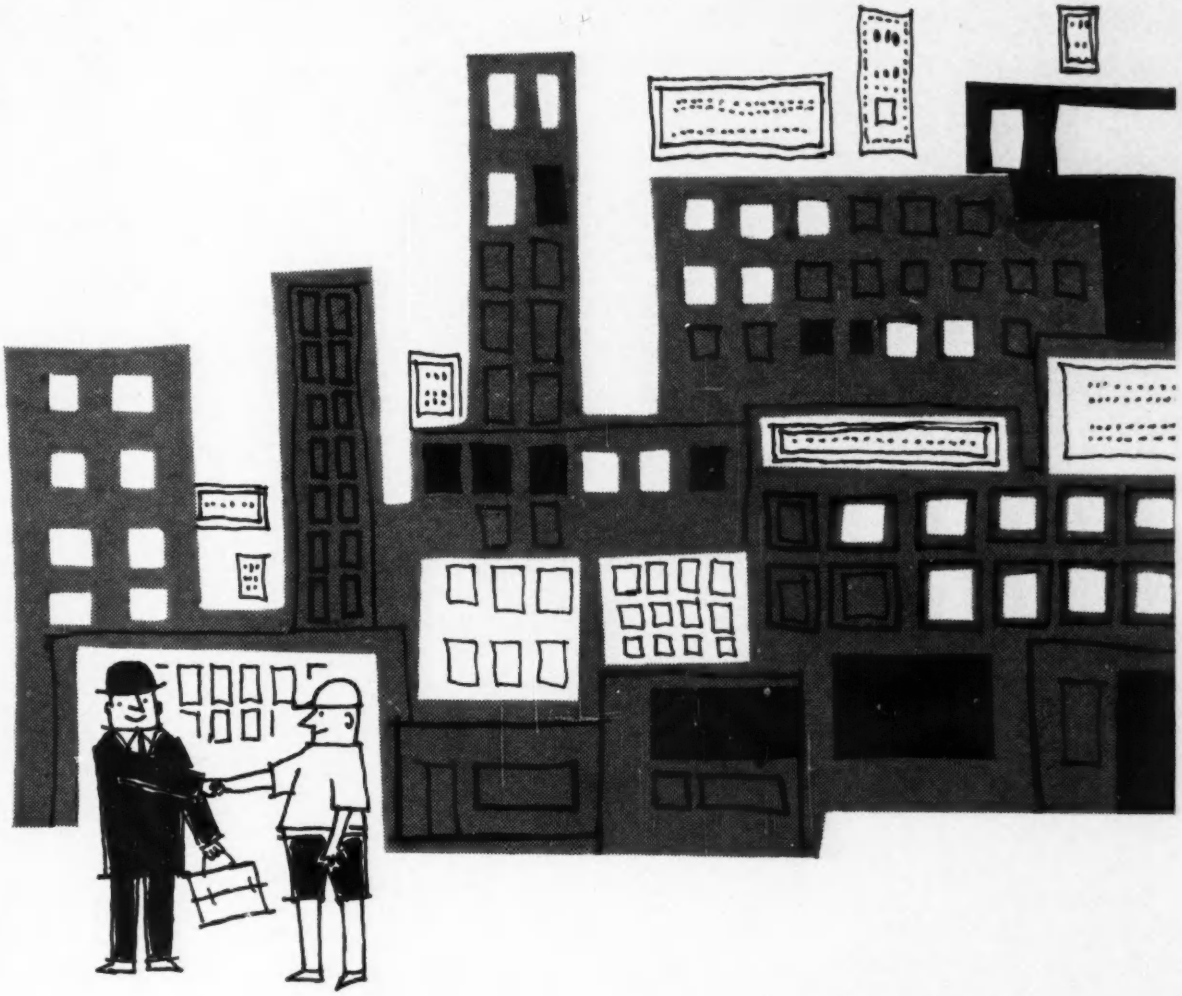

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